Board of Trade Journal

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Front cover photograph

Four of the 11 room-sets which *Ideal Home* has mounted in the Marmorhallar, Stockholm, during the present British Week, as an exhibition of current trends in furnishing and decoration in the United Kingdom. They are designed for both town and country houses, and the pictures show (top, left to right) the town kitchen and part of the combined kitchen-dining room for a country home; with (bottom, left to right) the town sitting room and the country bedroom. This is the sixth of a series of furnished houses or exhibitions planned by *Ideal Home* in European cities at the invitation of the Board of Trade.

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Assured success of British Week in Stockholm

By Elizabeth Hartley, Information Division, Board of Trade

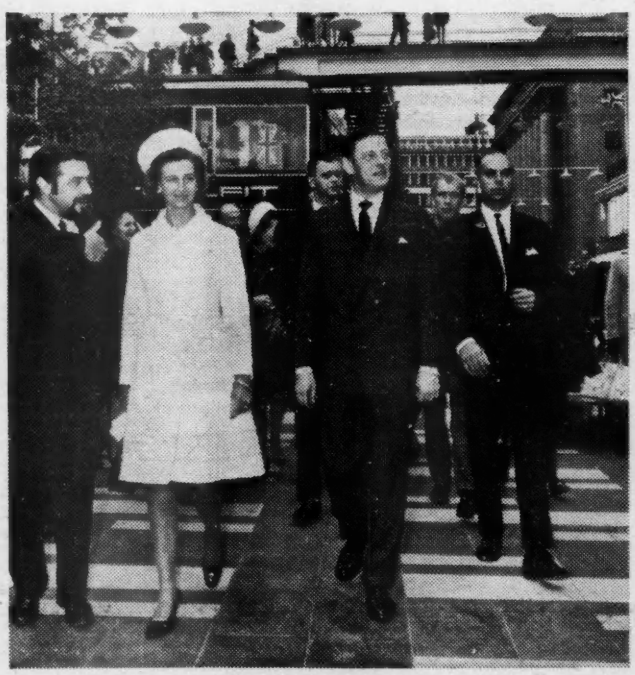
THE BRITISH WEEK IN STOCKHOLM, which was opened on September 27 HRH Princess Alexandra, is the ninth of the series of great export promotions organized by the Board of Trade and the British National Export Council, the seventh in Europe and the third in an EFTA country. It is also – what is more important here today – the first in this city. Nothing like a British Week has ever been seen in Stockholm before, and the wholehearted welcome with which it has been greeted contains an element of surprise.

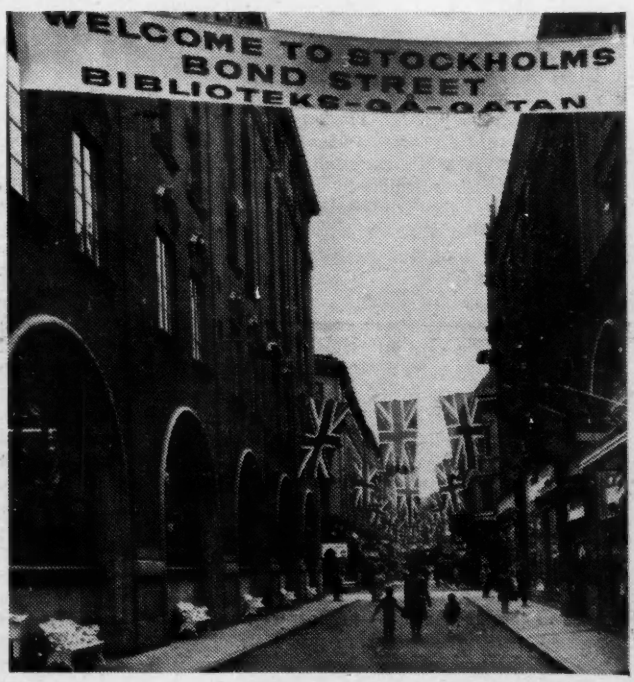
The 'bobbies' and the Guardsmen, the pipers and flags and symbols, the enormous kilted Scotsmen who are here to take part in the Highland Games, the British pub and the inventive Britain and City of London pavilions, the streets of decorated shops filled with an endless variety of British products, the flag-decked taxis and, above all, the presence of the Princess and her husband cheerfully undertaking a daunting programme of visits to shopping centres and events of every description – all the ingredients that make up the formula for this British invasion, so well known to us at home, are big news here for press and radio and public. More publicity coverage is being given by the Swedes to the British Week than they have ever afforded any similar type of promotion. As a businessman put it: 'This is professional advertising on the grand scale. No other country has ever organized a promotion of such scope, imagination and practical value'.

The people of Stockholm are not given to facile enthusiasm, much less to sentimentality. Nevertheless, the vast crowds that gathered in brilliant autumn sunshine in the Kungstradgarden on the opening day to greet the Princess, to watch the dramatic release of hundreds of balloons (red, white and blue for Britain, blue and gold for Sweden) and to flock into the various pavilions erected there, were in holiday mood. Everyone seemed to be laughing, taking photographs, jostling for policemen's autographs. There were even children dancing to the music of the Coldstream Guards.

Earlier, the seriousness of purpose behind the British Week was underlined at the official opening ceremony, which took place in the magnificent Golden Hall of the Stadshuset before an audience that included HM King Gustav VI Adolf, HRH the Duke of Halland, the Hon. Angus Ogilvy, and many leading citizens and officials. In her opening speech the Princess said that the Week should not be a nine-day wonder but a firm basis on which to build for the future. The future of Anglo-Swedish trade and the commercial interdependence of both countries was also the main theme of the three other speakers: HM Ambassador Sir Archibald Ross, Mr. Hector McNeil, chairman of the Export Council for Europe, and the Swedish Prime Minister Tage Erlander – who expressed the hope that British visitors might be able to see a few Swedish things 'peeping through' all that had been brought from Britain.

The extent of this invasion is now apparent. There are massive displays of British goods, not only in both the new and the old city of Stockholm itself, but also in the satellite areas of Farsta,





Left: British Week Office commercial manager Mr. Allan Kerfoot points out British goods on show to HRH Princess Alexandra, who officially opened the Week. The Hon. Angus Ogilvy accompanied the Princess. Right: one of Stockholm's main streets decorated with British flags and renamed New Bond Street for the Week.

Skarholmen, Vallinby, the neighbouring town of Solna, and is reflected in many places within a radius of up to 200 kilometres of the capital. Inevitably such a far-flung operation has entailed grouping of resources, but a short walk in any direction leads to yet another concentration of the red, white and blue tide.

One of the most remarkable facets of this British Week is the extent to which Stockholm retailers are actively participating in it – practical illustration of the success of the preparatory work done by the staff of the British Week office. Many of the thousand-odd shops, boutiques, supermarkets and department stores which are taking part in the Week have arranged special activities in support of their displays of British goods. Nordiska Kompaniet (NK), a store with six branches whose director, Herr Soderberg, is president of the British-Swedish Chamber of Commerce, has goods on sale from 448 different British firms, a Scottish weaver, a reproduction of Liberty's and continuous fashion shows in the store's theatre. Purchases by NK so far this year show an increase of 50 per cent. Gulins, one of the most important mens-wear stores, with 16 branches throughout Sweden, is also staging a series of fashion shows with top models imported from London, and a British European Airways' hostess (in a new Hardy Amies uniform) to offer advice on travel to Britain. A British marksman is present to give instruction at Bastmans, leading stockists of sporting guns. Pagelle Fashion Stores are sponsoring a 'Swinging London' midnight show at one of Stockholm's restaurants each night during the week, as well as giving other shows in the stores themselves. Ahlens City, newest department store of the Ahlen and Holm chain of 69 stores throughout Sweden, are also presenting fashion shows and other attractions, including a Bass pub and visits by Mary Quant and Miss London stores. Several stores have identified themselves with considerable advertising as providers of all the items shown in various 'scenes' in the dramatic fashion 'spectaculars' organized by the Clothing Export Council on behalf of the Board of Trade, which was staged on four consecutive nights. Other stores were organizing their own window-dressing competitions, in addition to the 'official' contest for the best display of British goods sponsored by the British-Swedish Chamber of Commerce and the newspaper *Expressen*, and a further window-dressing prize was offered by the National Wool Textile Export Corporation.

First-stage 'booster'

The NWTEC, confirmed supporters of British Weeks, are using the Stockholm Week as a first-stage 'booster' for a continuing promotion in the Swedish market, already Britain's fourth customer in the world for exports of wool cloth. They are showing over 300 different cloths in their important display at the Marmorhaller, together with brilliantly coloured travelling rugs and knitting yarn. The daily contest to choose the most popular design, which has ensured a steady stream of visitors at previous Weeks, is again a feature of this display.

British Weeks have always proved a valuable shop window for foodstuffs, which are bringing money into the tills of grocery chains and supermarkets in Stockholm. British biscuits are again making news. The first success story of the week was announced some days before the opening by Symbol biscuits, whose sales to Sweden in preparation for the Week amounted to no less than 97 tons. Stocks of St. Michael's biscuits were sold out by 4 p.m. on the opening day and have been re-ordered. The Highland Games, that are one of the special features of this Week, are presented by McVities, members of the United Biscuits' Group. These displays, which include such spectacular trials of skill as caber-tossing, putting the stone, tilting the bucket and pillow-fighting, together with Scottish music and dancing, culminated at Solna on September 29 when Princess Alexandra presented trophies to the performers. The Games hit the headlines and attracted huge crowds to the outlying shopping centres.

Among many other British food firms making good use of the Week to introduce new products or to consolidate their position in Sweden, are several who have successfully participated at previous Weeks. Crowson and Son, for instance, who did well at Brussels last year, are selling at least a dozen different regional cheeses through most of the bigger stores. Melton Mowbray-type pork pies by Simpson Ready Foods look like repeating their run-away success at Lyons. Traditional English products such as steak and kidney and apple pies by Tyne Brands – newcomers to the Sweden market – are featured by the Kooperativa Forbundet chain, which controls 27 per cent of the Swedish retail trade in food. The vast PUB Department Store Food Supermarket, among others, introduced a new range of Horniman's teas, supplemented by demonstrations in a 'Tea Corner'.

Many British firms are making special contributions to the Week. Burberrys, who have taken part in many previous Weeks and who claim an increase in overseas sales of 500 per cent in the first five years, held an English tea party, complete with crumpets, for Stockholm retailers on board the 'Sir Winston Churchill' sailing schooner as a follow-up to their 'curtain-raiser' fashion show in Stockholm last March. Mullard Ltd. staged an exhibition and symposium on a wide range of subjects, during which some of the latest scientific and technical films produced by them were shown. Slazenger are sponsoring both the golf and tennis tournaments. Trampolines by Nissen Ltd. were demonstrated at the Highland Games and elsewhere. The list of firms, of products, and of ingenious notions – each a direct sales pointer – is endless.

Thousand visitors an hour

This close association with sales in the shops is repeated in all the centrepiece displays at the Marmorhaller, which had a thousand visitors every hour during the first two days, and where almost every item is keyed to retail stockists in Stockholm or to suppliers in Britain. Staged as they are on two floors in a single building, these nine displays have all the impact of a large exhibition – but an exhibition with a hard-sell core. Here vivid displays by the Council of Industrial Design, the Federation of British Carpet Manufacturers (whose 'tunnel of carpets' is a kaleidoscope of colour), British Leyland Motor Corporation, *Ideal Home* magazine's room settings, the NWTEC, together with a new exhibition of consumer durable goods sponsored by the BNEC, and exhibitions of Commonwealth stamps, books and periodicals, have transformed a rather gloomy building into a place of light, colour and stimulating presentation, a fact which has not passed unnoticed by the design-conscious Swedes.

The British Week in Stockholm opened in an atmosphere of confidence on every side, enhanced by the news that Britain's exports of consumer goods to Sweden during August had reached a total of £5,546,000 – an increase of £1.5 million over the figure for July. Since most of the bulk deliveries of British goods in support of the Week were made during that month, it is clear that much of this phenomenal increase is attributable to the joint efforts of the British Government and industry in preparation for this great promotion. Swedish purchases of consumer goods in general before the Week are estimated to run well above £3 million; this is good business by any standards. The conclusion is inescapable: if the opportunities presented by the British Week in Stockholm, which have been so firmly grasped, are followed through with equal determination, it will be an investment that pays a handsome return.

Successful follow-up to British Week, Brussels

BRITISH EXPORTS to Belgium rose by 26 per cent in the first 7 months of 1968 – a result which the British Embassy in Brussels attributes equally to devaluation and the impact of the British Week held there in September 1967. Consumer goods have done particularly well, with large increases in dairy products – notably cheese, transport equipment, and tobacco products. The anniversary of British Week, Brussels was marked by a press conference held by the Embassy to underline the importance of this type of promotion to British exports.

A survey conducted by the Embassy of the 2,000 shops and stores which took part in the Week shows that the great majority expect a continued and increased demand for British goods as a

result. The larger department stores did particularly well, some forecasting a 25 per cent increase in sales of British products for 1968. One most important side-effect of the Week is its impact on tourism. The Embassy estimates that Belgian visitors to Britain will increase by 30 per cent – at least 10 per cent of which is due to British Week.

A British Week cannot be completely successful unless sales are followed up. In a survey conducted by the Board of Trade in London among British companies who took part in the Week, over half of the firms who replied have re-visited Belgium. The Embassy estimates that visits to Belgium by British businessmen have increased by about 12 per cent on last year's figure.

President speaks on economic strategy since devaluation

'WE HAVE HAD, since devaluation, an economic strategy designed to move us into a position of substantial and continuing balance of payments surplus,' said Mr. Anthony Crosland, President of the Board of Trade, at a dinner for the delegates to the meeting of the Executive Committee of the Federation Internationale des Associations de Transitaires et Assimiles at the Guildhall, London, on September 25. 'We said from the first that this strategy would take time to work. It is designed to shift resources on a vast scale into exports and import saving, and that cannot be done overnight. But nothing that has happened has thrown any doubt on our belief that the strategy is correct and that, provided we stick to it – and our policies over the last few months are sufficient proof that we mean to do so – we shall achieve our objective.'

The President spoke of the encouraging behaviour of exports this year. In the last three months – June to August – our exports were 5 per cent higher in value than in the preceding quarter, and 21 per cent higher than the average for the second and third quarters of last year. Some of this 21 per cent increase represented a rise in the sterling price of our exports. But more than half – well over 10 per cent – represented an increase in volume.

'If we add to this the encouraging indications we have of new overseas orders, I think we have reasonable grounds for optimism,' said the President. 'In spite of this export boom which we now appear to be enjoying, the other side of the picture – the behaviour of imports – has given rise to a certain amount of pessimistic comment. The level of imports has certainly been higher than we expected. But a large part of this reflects a once-for-all boom in consumer spending which has now, I think, been effectively checked. And, despite an increase in stock building associated with, and indeed necessary to, the recovery in industrial output, the level of imports in recent months has eased back perceptibly.

'What really matters of course is the overall balance of trade and payments,' continued the President. 'We ought not to think that imports are somehow intrinsically "bad" and that the whole trouble with the British economy is that, unlike the rest of the world, we import machinery or footwear or chemicals which we could perfectly well make for ourselves. In fact there is little difference between British experience in this respect and that of other industrial countries. The process of post-war trade liberalization, the greater ease of communication, and the increasing specialization of national economies has led to an increase in the importance of trade – both imports and exports – in nearly all the developed countries of the world. And we all gain from this process.

'Of course there would be cause for worry if, within this general process, there seemed to be something exceptional about the development of British imports, compared with the experience of other countries. But there is no evidence that the British dependence on imports in somewhow unnaturally high. The Brookings study of the British economy showed that, by comparison with other similar countries there has not been an exceptional rise in the share of imports in the total British national product. Even though Britain has traditionally relied more heavily on cheaper overseas supplies of food, and has concentrated in return on the export of industrial goods, the share of total imports in the British national product is only fractionally above that of Germany. And if we take imports of manufactured goods, which sometimes give rise to anxious comment, the share of these in the British national product, in 1967, was, at 7.1 per cent, identical to that of Germany, and only fractionally above that of France. Nor is it true that this share has been rising faster in Britain than in other comparable countries. Indeed, it has been rising significantly faster in France than in Britain over the last 10 years.

"Where the Brookings study did find our experience different from that of other countries was on the export side. The proportion of output going to exports has risen over the last few years, more slowly in Britain than in our main competitor countries. It is here that a change was needed, and it is here that we expect the main result of devaluation. I believe that the improvement we shall see in the trade balance as a result of devaluation may well be achieved at a higher level of both exports and imports than most commentators suppose.

'And this would be a desirable result. It is better to have an improvement in the balance of payments by increasing exports than by restricting imports. First, we want to encourage an expansion, not a contraction, of world trade. Secondly, the higher the level of trade at which the right balance is struck, the higher the British standard of living. Finally, if a balance is achieved mainly through a rapid rise in exports, it will lead to greater productivity increases than if it is achieved mainly by a cut in imports. For a rapid rise in exports enables us to expand output in precisely those lines of production in which we have the greatest comparative advantage; in general, these are also the industries where the scope for economies of scale and technical progress are greatest.

'So while we must continue to watch the movement of imports closely, and should certainly encourage import-substitution for which, in many cases, devaluation has created opportunities that are not yet fully exploited, what really matters is to achieve the right overall balance, and if this comes out at a higher level of trade than the forecast figure, so much the better. This country, more than most, depends on a high level of trade for its standard of life, and on a fast growth of exports for a rapid increase in productivity in the more modern industrial sectors of the economy.'

Mr. Anthony Crosland, President of the Board of Trade, visited the new display room of the British Hosiery and Knitwear Export Group, at 29, Sackville Street, London, W.1, on September 26. From left to right are Mr. A. C. Dugard (immediate past chairman), Mr. R. P. Adler (chairman) and Mr. Anthony Crosland, and Mr. Edwin Evans, retired secretary of the British Hosiery and Knitwear Export Group. Picture shows Mr. Evans being presented with a gold watch and a cheque on behalf of members of the group. (Mr. Evans was formerly with the Board of Trade).

Government welcome for NBPI report on job evaluation

THE FOLLOWING statement was issued on September 26 by the Department of Employment and Productivity on the publication of the report on Job Evaluation by the National Board for Prices and Incomes.

'The Government welcomes this report which presents a valuable and balanced examination of the uses and limitations of job evaluation.

'It gives useful guidance on the introduction and control of such schemes and on the assessment of their effects.

'The Government commends the report to industry and hopes that it will be studied with considerable interest by management and unions and will encourage the development and extended use of job evaluation.'

Britain's 'close trading partnership with Australia' — the President

MR. ANTHONY CROSLAND, President of the Board of Trade, spoke at the Australia Club luncheon at the Savoy hotel, London, on September 24. Referring to Britain's close trading partnership with Australia, the President said the basis of that partnership was the trade agreement, under which, in return for the tariff-free entry and preferences which Australian goods enjoyed here, we enjoyed tariff preferences on a large proportion of our exports to Australia.

'Since the broad basis of this bargain was established at Ottawa, time has seen great changes and developments in the Australian scene' continued the President. 'You have become an increasingly industrial country, and the exploitation of your vast mineral resources opens up exciting new export opportunities as well as providing the basis for the further development of your industry. Already you are beginning to make your impact felt as an industrial exporter, as I know when I receive complaints from industry here about Australian competition in products which they cannot export to Australia because of the high tariffs they face there.

'With these changes, new trading relationships are developing, in your case as in ours. You, like us, depend more and more on international trade. You, like us, increasingly see the future of your exports depending on a reduction in international trade barriers.

'In these conditions of change the continued value of our mutual trading links may perhaps be too easily forgotten. Though now outstripped by Japan as your customers, we still take around £200 million annually of Australian goods – or 14 per cent of total Australian exports; and these enter this country under favourable conditions of access such as are enjoyed in no other major market. This, I suggest, is something still to be remembered by any in Australia who may question the preference we enjoy there in return.'

The President said that Australia was still one of our largest markets. It had not been such a buoyant market for us in recent years as some others. Partly because much of what we had traditionally exported to Australia was now made locally, often by subsidiaries of British firms, behind the protection of the Australian tariff.

'To do better in your market,' said Mr. Crosland, our firms must realize that though it is one in which we enjoy many advantages, it is becoming an increasingly competitive and sophisticated market. The size of our export shows clearly the fine job which many British firms are doing, but we should be able to do still better. Attention to the needs of the market, which will often mean more personal visits, delivery on time, and prompt warning if difficulties arise, are all vital points. I think that with the great help of the Australian Committee of the British National Export Council we are getting the message across.

'There is now an encouraging flow of outward Missions – BNEC has arranged some dozen missions during the past year.

'Despite the distance in miles that separates us, improvements in communications are bringing us ever closer. Early next year will see the advent of the new container services in the trade with Australia. This is the first fully fledged container service on a deep sea route. This involves tremendous capital investment by the shipowners, on which they will naturally look for a reasonable return, but it should also bring important savings to shippers in both directions, and help to foster the mutual trade from which both of us benefit.'

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Mr. Dell congratulates Industrial Salvage Association

MR. EDMUND DELL, Minister of State, Board of Trade, sent a message of encouragement to the National Industrial Salvage and Recovery Association at the time of their annual conference held on September 27 at Loughborough University. His message read:

'I am very glad to be given this opportunity of expressing the Board of Trade's view of the important work being done by the National Industrial Salvage and Recovery Association. For many years the Association has encouraged the maximum reclamation of waste materials and use of redundant plant.

'To achieve full international competitiveness we must improve our efficiency; and the cutting of costs inherent in the re-use of apparently waste materials makes a vital contribution.

'It is in both the national interest and that of every business to put to good use all waste or surplus products. Most firms could benefit by closer attention to this potential for marginal savings. NISRA's services as a channel of information about economic uses for waste material could be used by many more businesses."

At their annual dinner the president of NISRA, Mr. W. H. Hillier, said he felt sure that members would be encouraged by the message from Mr. Dell, who had sent his apologies for not being able to attend.

Further information about NISRA's activities can be obtained from Mr. A. W. V. Holden, National Secretary, Carolyn House, Dingwall Road, Croydon, CR9 2YU.

Permanent Secretary to visit United States

SIR ANTONY PART is paying his first visit to the United States as Permanent Secretary of the Board of Trade from October 2 to 16. His visit will be concerned primarily with export promotion.

Sir Antony will study at first hand the operation of the extensive range of Government Commercial Services available in the United States to British exporters and will meet visiting British businessmen as well as the officials who help them. During his two week tour, which will take him to New York, Chicago, Los Angeles and Washington, he will meet American bankers and businessmen and will undertake a number of engagements in support of British exporters, including visits to a British Menswear Promotion at Saks Fifth Avenue, New York and to North American Rockwell in Los Angeles. He will have meetings with International Harvester in Chicago and the Lockheed Aircraft Corporation in Los Angeles.

Sir Antony will also be guest speaker at lunches to be given by the British American Chambers of Commerce in New York, Chicago and Los Angeles.

In Washington, Sir Antony will have discussions with senior United States officials and will speak at a lunch to be given by the British Ambassador for the Ambassadors in Washington of other EFTA countries.

Christmas and New Year gift scheme sponsored by Board of Trade

LAST YEAR the Board of Trade introduced a 'Greetings and a gift to follow' scheme as one possible answer to firms' queries on what to send to their overseas business friends and associates as a Christmas or New Year gift. As this proved a useful solution for many firms, the Board of Trade is again sponsoring the gift scheme this year.

The gift is a bound copy of the 1969 edition of *Britain: An Official Handbook*, a book which has won an enviable reputation all over the world and is well established as a major work of reference on all things British. For those with commercial or other serious interests in British affairs, the Handbook is of the utmost value.

To take advantage of the 'Greetings and a gift to follow' scheme, all that is required is to complete a simple form embodied in an attractive leaflet obtainable from the United Kingdom Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1, and send it to HMSO. In return the sender will receive attractive greetings cards and envelopes for forwarding on to his overseas customers. On publication day the Handbook will be sent direct by HMSO with a compliment slip to those nominated.

The cost, including the price of the greetings card, envelope, Handbook and overseas postage, is 36s. 6d. for each copy ordered.

Commonwealth Finance Ministers' meeting in London

THE FOLLOWING communique was issued by the Commonwealth Secretariat after the meeting of Commonwealth Finance Ministers in London:

'A meeting of Commonwealth Finance Ministers was held in London on September 25 and 26, 1968, under the chairmanship of the British Chancellor of the Exchequer, the Right Honourable Roy Jenkins. This meeting was immediately preceded by a meeting of Senior Finance Officials of the Commonwealth.

'Barbados was represented by the Prime Minister and Minister of Finance, India, by the Deputy Prime Minister and Minister of Finance, Guyana, by the First Deputy Prime Minister and Minister of Finance, Australia, by the Treasurer, Britain, by the Chancellor of the Exchequer, Botswana, Canada, Ceylon, Cyprus, The Gambia, Jamaica, Kenya, Lesotho, Malawi, Malta, Mauritius, New Zealand, Pakistan, Sierra Leone, Singapore, Swaziland, Tanzania, Uganda and Zambia by their Ministers of Finance, Ghana by the member of the National Liberation Council and Commissioner responsible for Finance, Trinidad and Tobago by the Minister of State in the Ministry of Finance, Malaysia by its High Commissioner in Britain, and Nigeria by the Permanent Secretary of the Ministry of Finance. The Associated West Indian States were represented by the Premier and Minister of Finance of Antigua and the Deputy Prime Minister and Minister of Finance, Trade Development and Tourism of St. Christopher, Nevis and Anguilla. Representatives of the British Dependent Territories of Bahamas, British Honduras, Hong Kong and Fiji also took part in the deliberations.

'This was the first Finance Ministers' meeting which Mauritius and Swaziland had attended after becoming independent members of the Commonwealth, and the other Ministers were particularly pleased to welcome their Ministers of Finance to the deliberations.

'Ministers broadly reviewed recent developments in the world economic situation. They noted that the growth of output in the industrialized countries and the volume of world trade which had slowed markedly through the second half of 1966 and the first half of 1967, recovered strongly in the past 12 months. However, the increase in export earnings of developing countries which in 1967 was less than half the world average and less than one-third of the increase achieved in 1966 has not shown any significant recovery in the past year. In spite of a relatively poor export performance, the increase in gross domestic product of the developing countries as a whole was higher in 1967 than in the immediately preceding years. This was largely due to a substantial improvement in agricultural output.

'They noted two continuing areas of concern; the unsatisfactory state of major export markets for many primary products, and the need to restrain demand to correct balance of payments deficits in the reserve currency countries. Ministers expressed the hope that in adopting policies to deal with their balance of payments problems, measures taken by these countries would not adversely affect the momentum of advance of developing countries. They also urged that countries with balance of payments surplus pursue policies aimed at economic expansion and the export of capital to compensate for the effects of deficiency in the non-surplus countries so as to prevent adverse effects on world developments.

'Ministers had a full discussion on the balance of payments prospects for the Sterling Area. They stressed the importance for the sterling area countries as a whole of the British balance of payments position and noted with satisfaction the statement by the British Chancellor of the Exchequer about the improving prospects of Britain's balance of payments. They also noted with satisfaction the arrangements, concluded between the Governments of the overseas sterling area countries and the British Government, in association with the Bank of International Settlements facility for $2 billion. Ministers welcomed these developments as a major contribution to the stability of sterling and of the international monetary situation. They also noted the importance of encouraging additional capital inflows from non-sterling area countries, particularly the European surplus countries. Ministers considered the need for and means of improving consultation and co-operation among Commonwealth sterling area countries and agreed to consult further on this matter.

'Ministers noted the progress made in the scheme for the creation of Special Drawing Rights through the International Monetary Fund to supplement reserve assets and stressed the need to activate the scheme as early as practicable. The hope was expressed that these arrangements for international monetary stability will result in more liberal trade and aid policies.

'Ministers recognized that the results of the UNCTAD II had been most disappointing to the developing countries in that no specific plan of action had been agreed on any of the crucial issues relating to trade and development financing. They noted, however, that certain decisions in principle had been taken on these matters, and stressed the need to give practical effect to these as early as possible.

'Ministers discussed international assistance for economic development. They noted that the prospects for total flows of official aid to developing countries were discouraging, and that, in view of the increasing burden of interest and debt repayments which are already heavy, the net flow may remain static or may even decline.

'Ministers expressed their strong support for the objectives of the International Development Association and recognized the urgency of the replenishment of its resources. They further expressed the hope that early implementation would be possible for the second replenishment and that higher levels of contribution would be considered in the years ahead.

'The chronic shortage of foreign exchange was a matter of increasing concern, particularly to developing countries. Ministers stressed that increased export earnings through fair and remunerative prices for their major exports, commodity agreements and improved access to and development of export markets, were essential to continued economic growth in developing countries. In this context Ministers were concerned to note that no decision had yet been reached on the proposal for a scheme of supplementary financing and urged that the work of the inter-governmental group on this should be finalized as soon as possible.

'Ministers welcomed the appointment of the International Commission, chaired by the Rt. Hon. Lester Pearson, to review the total aid picture in the past two decades and make recommendations for the future, and they looked forward to the results of its deliberations.

'Ministers urged that the special problem of smaller countries in respect of more funds on softer terms should be especially examined.

'The Ministers had before them a report by the Secretary-General on the flow of intra-Commonwealth aid in 1967. They noted that the flow of intra-Commonwealth official aid exceeded the level of the previous year by 4 per cent, and that the expenditure on technical assistance experts and training was also appreciably higher. Ministers noted with satisfaction the progress already made in implementing the new Commonwealth technical assistance programme in the areas of planning and project appraisal, and the feasibility study on co-operation in export trade promotion. They expressed the hope that this study would lead to early practical proposals for assisting Commonwealth countries in expanding export earnings.

'Ministers agreed to consult through the Secretary-General regarding the venue for the 1969 meeting.

'Ministers expressed their warm appreciation of the generous hospitality of the British Government and the excellent arrangements made in providing host facilities for the meeting.'

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of the materials listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 18.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.25	*sec*Butylurea	As in previous column	December 31, 1968	13219

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty from January 1, 1969 on the following items which are at present temporarily exempt from duty.

Tariff heading	Description	Reference
29.14	3-Nitrobenzoic acid	10348
29.22	Orthanilic acid	10347
29.22	Tetraethylenepentamine	8219
29.22	Triethylenetetramine	5891
29.27	Cyanoacetamide	13132
29.35	Methimazole	6629

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

Slater, Walker Securities Ltd. and Drage's Ltd.

Appointment of Registrar of Companies

THE BOARD OF TRADE have appointed Mr. R. W. Westley to be Registrar of Companies for England and Wales on the retirement of Mr. J. H. Davies. This appointment also confers on Mr. Westley the appointments of Registrar of Business Names and Registrar of Limited Partnerships.

Note:

Prior to his appointment as Registrar of Companies Mr. Westley was Controller of Office Services and, before that, Deputy Controller of the Board of Trade Office for Wales.

Appointment of Principal Examiner

UPON PROMOTION to Principal Examiner (Bankruptcy and Companies) the appointment of Mr. Leslie Robert Bates as an Assistant Official Receiver for the purposes of the Companies Act, 1948, and attached to the High Court is revoked.

The Import Duty Drawbacks (No. 8) Order, 1968

THE TREASURY has made the import Duty Drawbacks (No. 8) Order, 1968.

This Order:

(1) revokes the provision for the allowance of drawback of import duty in respect of –
   (a) almonds and almond products manufactured from imported almonds;
   (b) egg preparations manufactured from imported spray-dried egg yolk; and
   (c) fish canned in olive oil manufactured from imported live oil; and

(2) revokes the existing fixed rate of drawback of import duty for the following exported goods manufactured from the imported materials shown and provides for the drawback to be related to the duty paid on the quantity of imported materials actually used in their manufacture:

Exported goods	Imported materials
Adhesive tape	Creped paper
Drafting bands	Calf leather
Paper bags	Paper
Plastic-bonded asbestos panels	Laminated plastic sheets
Suitcases, etc.	Board of paper or pulp
Toilet paper	Paper

The Order came into operation on October 3, 1968 and has been published as Statutory Instruments 1968 No. 1508.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (General) (No. 9) Order, 1968

THE TREASURY has made the Import Duties (General) (No. 9) Order, 1968:

This Order:

(1) removes the import duty on liquid oiticica oil; and

(2) provides that the full rate of import duty on goods classified in sub-heading 63.02(A) of the Customs Tariff (rags, scrap twine, etc., containing more than 55 per cent by weight of man-made fibres) shall in all cases be 16 per cent *ad valorem*. The alternative, 5d. per pound if greater, is abolished.

The Order came into operation on October 3, 1968 and has been published as Statutory Instruments 1968 No. 1509.

Copies of the Order are obtainable direct from HMSO.

The Import Duties (General) (No. 10) Order, 1968

THE TREASURY has made the Import Duties (General) (No. 10) Order, 1968.

This Order imposes an import duty of 14 per cent *ad valorem* (full rate) on monocrystalline silicon and on products containing more than 99.9 per cent by weight of silicon. The Commonwealth and EFTA preferential rate in each case remains nil.

The Order come into operation on October 3, 1968 and has been published as Statutory Instruments 1968 No. 1510.

Copies of the Order are obtainable direct from HMSO.

'Design for Printing' competition 1968

THE DESIGN of printed matter to help the public understand the new decimal coinage system is the subject for both sections of the 'Design for Printing' competition this year. The competition, which is organized annually by the British Federation of Master Printers, is offering gold and silver medals, cash prizes, and certificates of merit for successful entries. The Decimal Currency Board has collaborated closely with the Federation in preparing the competition this year.

Applications for entry form and syllabus should be made now to the BFMP, 11 Bedford Row, London, W.C.1.

New regulations made under the Companies Act

ON OCTOBER 3 SI 1968 No. 1533, The Companies (Disclosure of Directors' Interests) (Exceptions) No. 3 Regulations 1968 was published. Section 27 of the Companies Act, 1967, requires a director of a company to notify the company of his interests in the shares in or debentures of the company and certain associated companies. The company is required by Section 29 to enter the information notified to it in a register which is open to inspection by the public.

The provisions of Section 27 are subject to any exceptions for which provision is made by regulations made by the Board of Trade. The No. 3 Regulations, which come into operation on October 4, provide that the section should not require notification

(i) to a wholly owned subsidiary of a body corporate incorporated outside Great Britain of interests in shares or debentures of that or any other body corporate incorporated outside Great Britain;

(ii) to a wholly owned subsidiary by a person who is a director of it and its holding company, the holding company being one required to keep a register under Section 29, of interests in any shares or debentures. This is an extension of one of the No. 2 Regulations which excepted the interests of such a person in the shares or debentures of the holding company but not of other companies.

The regulations may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, price 6d., or by post (price 10d.) from HMSO, PO Box 569, London, S.E.1.

Manual of Office Practice (Patents)

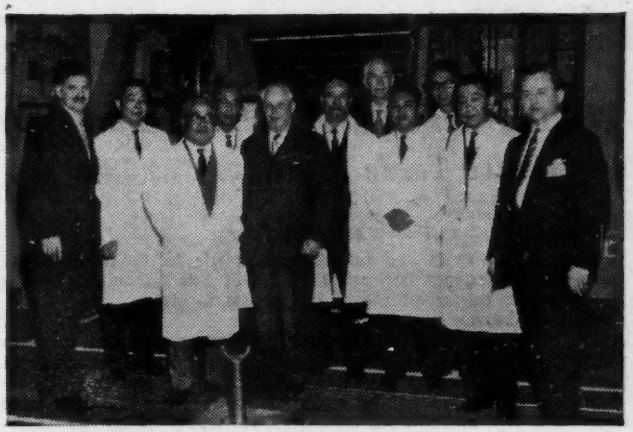
THE Manual of Office Practice (Patents), which gives detailed information of the manner in which the Patents Acts and Rules are administered by the Patent Office, is now being published for the assistance of patent agents and others who are concerned with the prosecution of applications for patents and actions in connection with granted patents. The Manual sets out the procedure to be followed under all Sections of the Act in matters which are the concern of the Office, and indicates the practice likely to be adopted by the Office in the more usual circumstances. Where the practice is based on a published decision or has been the subject of a Notice in the *Patent Office Journal*, an appropriate reference is given and a list of these decisions and copies of these Notices are provided.

The Manual is supplied in a loose leaf binder, and the text is divided into sections corresponding to the Sections of the Act. As, in general, each section of the Manual begins on a fresh sheet, each user may arrange the contents in any order to suit himself and interleave further sheets such as blank pages for making notes. The need for correction of the Manual and its updating to reflect changes in practice will be met by the publication from time to time of additional or replacement sheets.

The price of the Manual will be £4 per copy, postage paid, which will include updating for the first two years. A charge of 10s. will be made thereafter for updating material on each occasion (probably annually or bi-annually) it is issued. Orders for copies should be sent to the Sales Branch, Patent Office, Station Square House, St. Mary Cray, Orpington, Kent, accompanied by the necessary remittance, or in the case of deposit account holders, the usual authority against their accounts.

USING EFTA

To inform the EFTA businessman of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entitled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).



'This is the first time in the history of the company,' said Col. C. N. Thomson, chairman of Giddings & Lewis-Fraser Ltd., Arbroath, 'that we have had the honour of a visit of delegates from the Japanese Jute Mills' Association – all of them senior executives from top Japanese textile manufacturers.' Col. Thomson formally welcomed the party on September 19 before they set off on a tour of Giddings & Lewis-Fraser's textile machinery plant at Arbroath. The Japanese firms represented are all established customers of Giddings & Lewis-Fraser and came specially to Arbroath to discuss the latest developments in batching house, carding and auto-winding equipment. Standing by a jute card are (left to right): Mr. J. R. Balfour, textile sales manager; Mr. M. Hiroka, Mr. S. Nakamoto, Mr. R. Abe, Mr. W. McCombs, textile adviser; Mr. Y. Yagi, Mr. A. Rae, sales administrator; Mr. H. Abe, Mr. T. Nakamoto, Mr. T. Sakamoto, Mr. A. Lowson, works manager.

Purchase Tax—young children's wear exemption

AFTER CONSULTATION with the national trade associations concerned, the Commissioners of Customs and Excise have decided to amend items G.1(a), G.6(a) and G.9 in the Schedule to Notice No. 78A as follows:

	Garment	Measurement of garment not to exceed	Method of measurement
G.1 (a)	†Full-length type overcoats, raincoats and mackintoshes (other than 'Regulation' school raincoats and duffle coats – G.1 (c))	36 in. length	Full length from centre of back collar seam to hem.
		38 in. chest	Across chest 1 in. below base of armhole and multiply by two
G.6 (a)	†Frocks, frock and knicker sets, skirts with bib back and front	34 in. length	Full length from centre of shoulder at back to hem of skirt
		36 in. chest	Across chest 1 in. below base of armhole and multiply by two
G.9	†Skirts on waistband, skirts with front bib, dirndl skirts, skirts with braces and divided skirts	20 in. length	Full length from top of waistband to hem.
		28 in. waist	From one side of waistband to the other and multiply by two.

Further amendments include:

(1) the addition of a new paragraph to the Introductory Notes to the effect that any garments (or footwear) marked, got up, catalogued, advertised, ordered, invoiced or described in any other way as being intended for wear by persons other than young children are regarded as chargeable with purchase tax irrespective of size or measurements; and

(2) the deletion from the note on page 16 in respect of item G.5(a) (Blouses of the gym type) of condition (d) relating to the requirement of a shirt-type box pleat.

The Commisioners have decided that these amendments will take effect from November 1, 1968, except in the case of that relating to gym blouses ((2) above), which will be effective immediately.

Note:

The effect of the measurement changes is to reduce the limit of length by 4 in. in each case and also to introduce a waist restriction for skirts (item G.9).

The Register of Restrictive Trading Agreements
Restrictive Trade Practices Act 1956

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between July 1 and September 30, 1968 is given below; the amendments are shown in italicts.

'D' and 'F' Agreements

Also given below headed 'D' and 'F' Agreements, is a schedule which brings up to date at September 30, 1968 particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 15) on January 5, 1968.

Agreements referred to the Restrictive Practices Court

On April 10, 1959 there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals but no Notices of Reference have been issued during the quarter July 1 to September 30, 1968. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m., on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2.
9 Hope Street, Edinburgh 2.
21 Linenhall Street, Belfast 2.

The indexes to the register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered No. of Agreements	Commodity
	A
3126	40 per cent Anthracene, D.11/65.
3127	40 per cent Anthracene, D.11/65.
	B
3120	Bread, North East England, E.1/67.
3061	Bread products, North West England, D.7/65, *add C.5/68.*
398	Building materials, *add F.8/68.*
3101	Building materials, Ayrshire, F.7/68.
	C
98	Carpets and rugs, furniture, Dundee and district, F.2/63, *add C.7/68.*
3131	Crown corks.
	F
2049	Ferro-Manganese, Manganese Ore, D.4/61. *add C.7/68.*
2773	Ferro-Manganese, Manganese Ore, *add C.7/68.*
3117	Fish, N.W. Scotland.
1307	Fruit and produce, Cardiff, *add F.7/68.*
1288	Furniture, D.9/65, *add C.5/68.*
1454	Furniture, *add C.5/68.*
1464	Furniture, F.2/63, *add C.7/68.*
	G
3128	Groceries.
	H
546	Heavy outer clothing, *add C.4/68.*
3121	High pressure pipework.
	I
3070	Ice cream, milk, *add F.6/68.*
1341	Infants', girls' and women's apparel, *add C.4/68*
	L
1971	Ladies' hats, *add C.5/68.*
3104	Linen, D.10/67, *add C.7/68.*
	M
3116	Motor vehicles.
	N
547	Neckties, *add C.4/68.*
3125	Newspapers (Sunday).
	P
3118	Photographs, London, F.6/68.
	Q
3111	Quinine and quinidine, D.1/63.
3112	Quinine, quinidine and derivatives, F.10/63.
	S
2853	Sewing machines (domestic and commercial), *add F.9/68.*
1933	Steam turbines, condensing plant and/or feed heating equipment, D.2/62, *add C.5/68.*
1932	Steam turbines, turbo-type alternators, D.2/62, *add C.5/68.*
1461	Super tension mains cables and accessories, *add C.7/68.*
	W
3119	Works rubbish for scrap and brick, E.9/69.

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
398	Building materials	—	F	Aug. 1968
1307	Fruit and produce	Cardiff	F	July 1968
2853	Sewing machines (domestic and commercial)	—	F	Sept. 1968
3070	Ice cream, milk	—	F	June 1968
3101	Building materials	Ayrshire	F	July 1968
3111	Quinine and quinidine	—	D	Jan. 1963
3112	Quinine, quinidine and derivatives	—	F	Oct. 1963
3118	Photographs	London	F	June 1968
3126	40% anthracene	—	D	Nov. 1965
3127	40% anthracene	—	D	Nov. 1965

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Engineering mission to North America

THE ENGINEERING INDUSTRIES ASSOCIATION is sending its seventh trade mission abroad on October 5. The mission, sponsored by the Board of Trade and the British National Export Council, is travelling to North America, covering the mid-west United States and the industrial centres of Ontario and Quebec.

Seventeen directors of British engineering firms are participating, representing a wide field of the engineering industry, including electronic controls for vehicles, test equipment for the electronics industry, special steels and tubes, side loading fork-lift trucks, precision instruments and gauges, coil springs, hydraulic drive systems and reverse flow valves, machine tools and components, precision tools and cutters and screw pressure lubricators. The leader is Mr. F. H. Toft, sales director of Denford Machine Tools Limited, Brighouse, Yorkshire, who is vice-chairman of the Engineering Industries Association National Export Committee. The Association's export secretary, Mr. T. R. Wade, will act as Mission Secretary.

The mission returns to London on October 20.

British designers' mission leaves for the United States

AN EIGHT-MAN mission of British designers, illustrators, photographers and film producers left on September 30, for a three-week sales tour of the United States. This is a BNEC mission sponsored by the Designers and Art Directors Association of London. During their visit they will show their work to advertising agents, television companies and publishers in Los Angeles, Chicago and New York. The mission is planned as a follow-up to the successful joint venture presentation mounted by the Designers and Art Directors which was opened by Lord Snowdon in New York last November.

BPF mission to Yugoslavia

MR. J. E. RICHARDSON, export manager of B. P. Chemicals (UK) Limited and deputy chairman of the British Plastics Federation's Overseas Trade Committee, will be leading the first Mission to Yugoslavia to be organized by the Federation, from November 9-22.

The aim of the Mission will be to further the sale of British materials, machinery and know-how to the Yugoslav plastics industry.

Mr. Dennis Reed, chief project engineer (extreme left) and Mr. D. London, general manager, Special Machine Division, of Kearney and Trecker-CVA Ltd., Brighton (second right) examine a finished cylinder head with (left to right) Inz. J. Olbert, senior designer; Mrg. Inz. J. Raczko, chief of technology, and Inz. S. Bukowski, assistant factory manager of the Fabryka Samochodow Osobowych (Saloon Car Factory), Warsaw. Kearney & Trecker have undertaken to guarantee the satisfactory running of a production line for machining automobile cylinder heads at the specified production rate for a period of 12 months after installation. The production line, which includes five machines, is to be used in the production of the FIAT engine which is to be built under licence.

Three hundred delegates from the 4th World Congress of Anæsthesiologists attended a House of Commons' reception recently sponsored by Mr. J. D. Cronin, FRCS, MP, on behalf of Medical & Industrial Equipment Limited, the medical company of AD International Limited. The AD Group exports over 50 per cent of its United Kingdom production and sells two-thirds of its products overseas. From left to right: Mr. John H. Powell (managing director of AD International Limited), Mrs. John Powell, Mr. J. D. Cronin and Mrs. J. Cronin.

BEAMA domestic appliances mission to Japan

THE BEAMA Domestic Appliances Division is planning a trade mission to Japan in February 1969. This has the full backing of the British National Export Council and the support of the British Embassy in Tokyo, who have reserved the fortnight February 3-16. The intinerary in Japan will include Tokyo and Osaka; stop-offs may be made en route at points to be decided. Support has already been guaranteed by leading United Kingdom electrical appliance manufacturers.

Firms interested in this project should address their inquiries to the organizing secretary, Mr. J. C. Hancock, Overseas Division, The British Electrical and Allied Manufacturers' Association, 8 Leicester Street, Leicester Square, London, WC2. Main purpose of the mission will be to explore market possibilities in Japan for British domestic electrical equipment. Members already represented in Japan will complete arrangements for the Tokyo British Week in October.

Birmingham trade drive in Malaysia and Singapore

ON SEPTEMBER 28 a party of 17 Birmingham businessmen left Britain for a two week trade drive in Malaysia and Singapore. They were members of a selling mission sponsored by the Birmingham Chamber of Commerce and Industry and are travelling under the leadership of Mr. W. R. P. King, managing director of The Mint, Birmingham, Limited and chairman of the Chamber's Far East Section.

This mission closely follows a CBI mission led by Mr. Ronald Grierson vice-chairman of GEC, which visited Malaysia and Singapore from August 22 to September 1 to study the industrial and business investment potential for British companies in these areas. They were particularly interested in the opportunities which were likely to arise following the introduction of a special aid programme of £50 million for Singapore and £25 million for Malaysia by the British Government resulting from their decision to run down the British military bases in both countries. The CBI mission reported considerable opportunities for further British investment in Malaysia and Singapore (currently valued at about £450 million) and emphasized the close inter-relation between overseas investment and exports.

Government measure to help Millom

WHEN THE impending closure of the Millom Hematite Ore and Iron Company was announced on August 7, the Government undertook an urgent examination of the implications which this would have for Millom.

As a result of these considerations and recognizing the special difficulties of the town, Mr. Anthony Crosland, the President of the Board of Trade, on September 25 announced the designation of the Millom employment exchange area as a special development area, where the same additional measures of assistance to new industry will be available as in the special development areas named by the President in his statement in the House of Commons on November 14, 1967.

The designation of Millom as a special development area will not in itself overcome the problems of providing work for those needing employment in the area, but it is hoped that this measure will encourage some new industrial development there.

Note:

Special development area status enables the Board of Trade, in suitable cases, to provide factories rent-free for up to five years (against two years elsewhere in the development areas), or to provide building grants at a higher rate together with loans at moderate rates of interest towards the balance of building costs as well as for other purposes. Operational grants are also available.

Statement on Millom by Mr. Fred Lee

MR. FRED LEE, Chancellor of the Duchy of Lancaster and Minister with special responsibility for the North made the following announcement in Millom on September 25.

'The Government have undertaken a comprehensive review of all aspects of the problems created for the people of Millom by the decision last month of the Millom Hematite Ore and Iron Company Limited to close their iron works there. All possible ways in which these problems might be alleviated have been very carefully examined.

'After full consultation with the British Steel Corporation the Government are satisfied that it is not an economic proposition for the Millom works to be taken over by the BSC nor are there prospects of any private interests wishing to do so. Accordingly it is the Government's intention to do everything practicable to encourage suitable new industry to come to Millom. The building of an advance factory was decided on earlier this year. In addition the Government have now decided that in the special circumstances of Millom, they would be warranted in designating Millom as a Special Development Area. Thus, industry prepared to come to Millom will be able to take advantage of all the special incentives offered by the Board of Trade to industry settling in a Special Development Area.

'It would be wrong, however, to assume that these measures will lead automatically to immediate or to complete replacement of the job opportunities lost with the closure of the iron works. It is thus important that workers to whom jobs are offered within travel to work distance should give full consideration to these possibilities. For their part the Government will do all they can to stimulate the creation of additional jobs in the Millom travel to work area and, in particular, at Barrow in Furness where two advance factories are to be built by the Board of Trade. Particularly because of the present uncertainties, some workers may now think it right to consider moving out of Millom to take advantage of jobs that the British Steel Corporation have available, for example, at Scunthorpe.

'The Government do not in any way underrate the serious disturbance of life in Millom which the closure of the iron works inevitably means and the anxieties which are felt for the future. They hope that the measures announced can help to alleviate the problems. They intend to keep the situation under review in the light of developments and further study of longer term measures to improve the economic prospects of the area is being undertaken.'

Camco expands in Northern Ireland

MR. BRIAN FAULKNER, Northern Ireland's Minister of Commerce, has announced that Camco Inc., are moving from their existing factory to larger new premises in the Belfast area. Mr. Faulkner said: 'My Ministry is providing new premises of over 100,000 sq. ft. for the company at Monkstown where the labour force will be increased from its present level of 150 to over 450; most of these jobs will be for men.' He added: 'This development is welcome news and is a further indication of the faith of our American firms in the potential offered by Northern Ireland to new and expanding industry. The company have told me that the continued assistance and co-operation of my Ministry, together with the local availability of interested and keen employees has been a major factor in its ability to expand and develop its manufacturing facilities in Ulster. I wish Camco all success for its future growth.'

The company, which is a United States owned subsidiary, commenced operations in Northern Ireland in December 1958 in an 18,000 sq. ft. Government factory at Carnmoney. In December 1964 it was extended to an area of 30,000 sq. ft. The premises at Carnmoney are no longer sufficient for the efficient handling of the present volume of production, and this, taken in conjunction with company plans for the future, has necessitated a move to an area where an early expansion of activities can take place and where future growth will not be inhibited by lack of space.

Both in the United States and in Northern Ireland, Camco formerly produced only gas lift equipment for oilwells, but in recent years it has diversified and now manufacturers a comprehensive range of oilfield production equipment, including packers. To this it now adds electronic computers and controllers.

Advance factories at Barrow

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on September 25 that two advanced factories are to be built at Barrow-in-Furness. One factory will be 25,000 sq. ft. and the other 15,000 sq. ft.

The creation of additional employment opportunities in Barrow will, it is hoped, benefit not only the town itself but also areas such as Millom within travel-to-work distance.

Note:

The announcement of the two factories at Barrow-in-Furness brings to 134 the total of Board of Trade advance factories authorized in the past four years. 29 factories were announced in 1964, 26 in 1965, 39 in 1966, 30 in 1967 and 10 to date in 1968. The total areas of these factories is well over 3 million sq. ft.

An advance factory has previously been built for the Board of Trade at Barrow and is occupied.

The two factories now announced for Barrow will be built on sites providing room for expansion so that the occupants' needs can be accommodated if they require more space.

Advance factories are only one part of Board of Trade assistance to industry in Development Areas and Special Development Areas.

Expansion plans in Scotland

EXPANSION PLANS by Butler Buildings (United Kingdom) Ltd., were announced on September 26 by Mr. Don J. Pedley, deputy managing director. Mr. Pedley said that to allow for future expansion an option had been taken up on a further 6½ acres adjoining the Scottish factory where approximately 80 people were employed. He did not anticipate that many more jobs would be provided by the development until the latter half of 1969.

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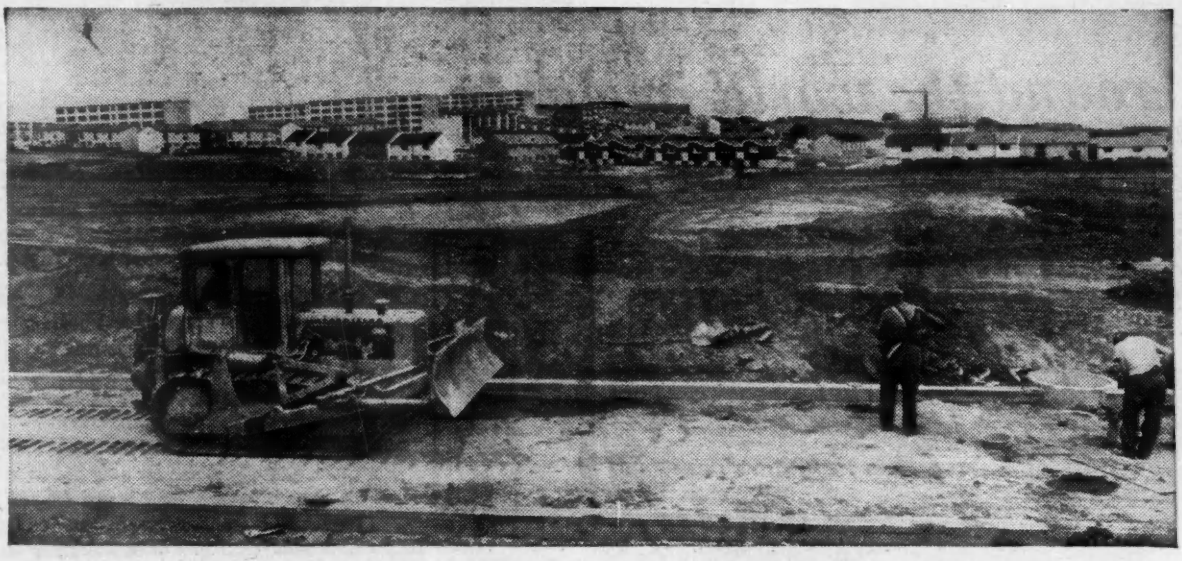

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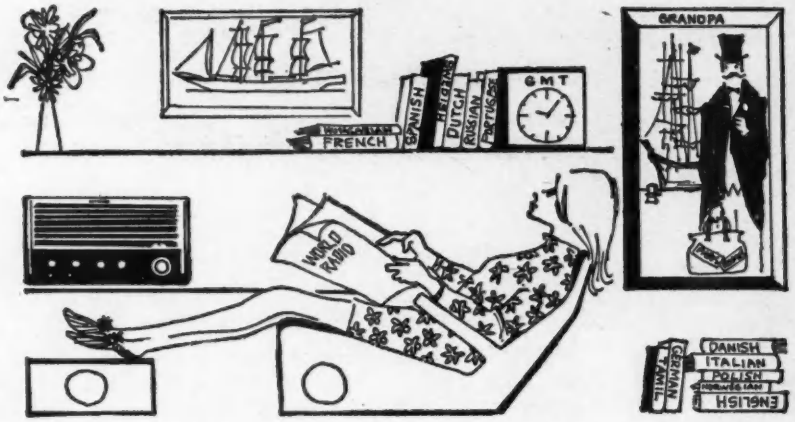

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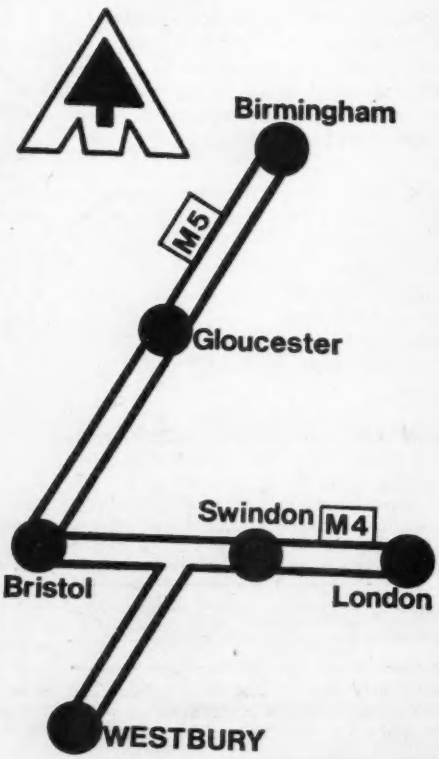

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Aviation and Shipping

Interim report on trawler safety

ON FEBRUARY 28, following the tragic accidents to trawlers fishing in Icelandic waters early this year, Mr. Anthony Crosland, President of the Board of Trade, appointed an independent Committee under the chairmanship of Admiral Sir Deric Holland-Martin, to examine the major factors affecting the safety of deep-sea trawlers and their crews. The other members of the Committee were: Mr. D. Basnett, Mr. N. I. Bond-Williams, Professor M. Gaskin, Mr. J. A. H. Paffett, Professor R. S. F. Schilling.

Mr. Crosland asked the Committee to give specific and early consideration to the question of the provision of a special weather advisory services for trawlers fishing off Iceland during this coming winter. The Committee recently submitted an interim report dealing with this particular question; this report was published as a White Paper on September 25.

The Committee's main recommendations are, briefly, as follows:

(i) A weather advisory and communications service should be operated as an experiment this winter from a ship at sea in the area north of Iceland.

(ii) Owners should instruct skippers fishing off Iceland to report their positions regularly to the advisory service.

(iii) The functions of the service would be to offer information on weather conditions and advice to trawler skippers, who will, however, retain final responsibility for the safety of their ships.

(iv) The opportunity should be taken of providing an experimental medical service for trawlermen from the advisory ship.

(v) The cost of this winter's experiment should be borne by the Government.

These recommendations are being urgently considered by the Government.

Copies of the White Paper (Cmnd. 3773) are available from HMSO, 49 High Holborn, W.C.1, and branches, price 1s. 9d. (2s. 1d. by post from HMSO, PO Box 569, London, S.E.1).

It will also be available at the same time from: A. Brown & Sons Ltd., 24/26 George Street, Hull; Wyllies, 247 Union Street, Aberdeen; Board of Trade Mercantile Marine Office, Murray Street, Grimsby, Lincs; The Customs House, Station Road, Fleetwood, Lancs; The Mercantile Marine Officer, Customs House, Lowestoft, Suffolk.

Hull trawler inquiries

THE PUBLIC formal investigations into the causes of the losses of the three Hull trawlers, 'St. Romanus', 'Kingston Peridot' and 'Ross Cleveland' early this year, will begin at 10.30 a.m. at Kingston-upon-Hull on October 9. The investigations will be held consecutively, beginning with the case of the 'St. Romanus' and followed by those of the 'Ross Cleveland' and the 'Kingston Peridot'. The Wreck Commissioner appointed to hear the cases is Mr. J. V. Naisby.

With two exceptions the hearing will take place in the Victoria Galleries, City Hall, Kingston-upon-Hull. The exceptions are that on October 22 and 23 the Court will sit in the Council Chamber of the Chamber of Shipping, Hull.

Note:

Mr. Anthony Crosland, President of the Board of Trade, answering a Parliamentary Question on July 24, stated that the three investigations would be held consecutively under one Wreck Commissioner.

BEA Board appointments

MR. ANTHONY CROSLAND, President of the Board of Trade, has reappointed Mr. Kenneth Keith as part-time deputy chairman of British European Airways.

The President will be appointing Mr. C. E. M. Hardie to succeed Sir Charles Guthrie as a part-time member of the Board of BEA as from the end of December. Mr. Hardie's appointment from that date as part-time chairman of BOAC in succession to Sir Giles was recently announced.

Note:

Mr. Keith's current appointment as part-time deputy chairman of BEA expired on September 30, 1968.

The President announced in the House of Commons on May 29 that, pending the report of the Edwards Committee his intention was to invite all those at present serving on the Boards of the Corporations, whose appointments expire before the end of 1969 to agree to continue until that date.

Sir Anthony Milward, chairman of BEA, is also a part-time member of BOAC.

An agreement between BEA and Air France was signed in Berlin on September 24 to cover the joint operation of the services of both airlines between Berlin and Frankfurt and Munich. Under the agreement BEA will operate the services for both airlines, using its new Super One Eleven jets carrying BEA and Air France markings. Inspecting a model of the BEA Super One Eleven in the combined markings after the signing ceremony, are (left to right): M. Pierre Cot, director-general Air France; Mr. Henry Marking, chief executive of BEA, and BEA stewardess Heide Sonnenberg.

Appointment of new deputy chairman to Air Transport Licensing Board

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. J. H. Lawrie as deputy chairman of the Air Transport Licensing Board for the period from October 1, 1968, to December 31, 1969.

Note:

Mr. Lawrie has served as a part-time member of the Licensing Board since October 18, 1965. He succeeds as deputy chairman Sir John Evans, who has relinquished that appointment at his own request; Sir John will continue to serve as a part-time member of the Board.

Mr. Lawrie's appointment runs to the end of 1969; this is in accordance with the policy announced by the President of the Board of Trade on May 29, 1968, when he said that, in order to allow for any changes which might be suggested by the Edwards Committee, he proposed to make no avoidable changes in the Boards of BOAC and BEA or in the Licensing Board before the end of 1969 and to invite those who were serving on them to continue until the end of that year.

Hotel proposal for Belfast (Aldergrove) Airport

AS PART of the development of Belfast (Aldergrove) Airport the Board of Trade have been considering making available, subject to planning permission, a site on the airport opposite the main terminal building for a new airport hotel, and two companies of hotel operators have already entered into discussion with the Board.

Belfast is the main civil airport for Northern Ireland and now ranks as the fifth busiest airport in the United Kingdom in terms of passengers and air transport movements. The number of passengers passing through Belfast in the past two years has been in the region of one million a year, and this year has seen the introduction of two new scheduled services to North America, in addition to an increasing number of passengers flown by trans-Atlantic charter operators.

New Books

Economics and Economic Policy in Britain, 1946-66, by T. W. Hutchison (307 pages. Allen and Unwin. £2 8s.) This book, by the Professor of Economics at the University of Birmingham, is about the application of economics or economic theories to policies. The author is particularly concerned to discover how far the economic theories set out in textbooks of economics and in specialist treatises have contributed to the elucidation of recent policy problems. His method is to provide in the first and major part of the book (to page 233) an historical survey, by means of quotations, of what academic economists have written regarding Britain's policy problems since 1946. The problems dealt with include full employment, controlling inflation, promoting economic growth, commercial strategy, the dollar shortage, economic relations with Europe, and devaluation. Then, in a concluding chapter, Professor Hutchison considers how far economists' recommendations and criticisms regarding policies have been, or could have been, derived from accepted theories, or how far they have, inevitably, been based on speculation, guesswork or judgment. An appendix of 25 pages is devoted to a review of economists' attitudes to employment policy in the 1930's, with special reference to the views of Pigou and Keynes. The book includes separate indexes of economists quoted and subjects.

Towards a High Wage, High Productivity Economy, by F. James Fielding. (14 pages. The Economic Research Council, 10 Upper Berkeley Street, London W1. 2s. 6d.) Starting from the standpoint that there is now general acceptance in Britain of the principle that wages and salaries should not in future outstrip advances in productivity, the author examines the attempts made since 1965 to restrain wage increases, and concludes that Britain can be a high-wage economy, provided it is also a high-productivity economy. In achieving this, productivity bargaining offers the most promise, and the pamphlet discusses the scope for productivity bargains, and objections raised against them. The author is president of the Engineering Employers' Federation.

Capital Investment Decisions: a Manual for Profit Planning, by L. E. Rockley. (260 pages. Business Books Ltd. £4 10s.) Based on a study of the practices of 20 leading companies in a variety of industries, this account of modern management methods of capital planning examines the entire investment decision process from the emergence of an investment proposal, through the testing and approval stages, up to the post-audit of an operating project. Detailed procedures are examined closely, applications of discounted cash flow (DCF) yield and net present value are clearly explained, while the many tables and graphs demonstrate the relationships between DCF forms of investment appraisal and such rule-of-thumb methods as pay-back and orthodox rate of return. A ready reckoner for conversion of pay-back to DCF yield is provided, together with numerous examples of documentation needs. There follows detailed discussion of a managerial strategy for investment planning, the origins of innovation and the salient factors affecting corporate investment. The effects of rigid control of the authorizing power for capital spending are analysed, and suggested plans for delegation of that power are considered in connection with company objectives and investment stimulation. The work concludes with an extensive appendix on recommendations for capital planning and a useful bibliography of references for further reading.

The Institute of Practitioners in Advertising has produced a new series of marketing publications entitled *Aspects of Marketing*. The first book issued in the series is **Regional Marketing: Research Facilities Available in the U.K.** (65 pages. Public Relations Department, IPA, 44 Belgrave Square, London SW1. 21s.) Regional and test marketing is now an important part of the whole marketing process, and facilities for carrying out research to measure the results of test markets have grown in recent years. The IPA's Research Committee has therefore prepared this codified summary of the many services available. The information contained is presented in two sections. The first is by the type of distribution through which the product is sold – grocery, chemists and other types of distribution, and by TV areas arranged in sequence from south to north of the country. The second section is again divided by type of distribution and then by test towns in alphabetical order. The detail included surveys all existing and functioning research services in both the retail and the consumer area. On the retail side this means all existing panels of shops, and on the consumer side all regular services for measuring reaction. The information reproduced covers the sample size; the population of the area in terms of persons and of families; the research firm responsible for the work; and the sponsor, in those cases where the facility is backed by a media proprietor. The details provided relate to the situation as at August 1967. **The Market Sizes** (14 pages. 21s.), is another title recently issued in this series. The total value of given markets (whether expressed in money terms or units) is constantly in demand and some figures can be obtained from official sources such as the *Monthly Digest of Statistics* or the annual *National Income and Expenditure* (the Blue Book). The IPA however, has recognized the need for a document giving as many of these figures as possible and has produced this convenient guide. The figures listed are for consumer goods and are given at the retail price. The source from which the information is derived is quoted in each case.

Money in the Computer Age, by F. P. Thomson. (243 pages. Pergamon Press. Hard cover £2; flexi-cover £1 10s.) Following his earlier book *Giro Credit Transfer Systems* published in 1964, which helped to stimulate the campaign for the establishment of a Giro system in this country, Mr. Thomson has now set out to provide a wider survey of systems of making payments in the context of the technical advances of modern industrialized society. A brief historical survey of the evolution of money gives the background for an analysis of the cost of using money, and of making payments by various methods. There is again a full description of the Giro system as it operates in various countries, and an account of the steps leading to the establishment of the British Post Office Giro. A final chapter looks forward to further developments in the future.

Long Range Planning. Vol. 1 No. 1, September 1968. (Pergamon Press. Quarterly. £10 per annum; £7 per annum to members of the Long Range Planning Society.) The Long Range Planning Society was established in 1966 with the aims of serving the needs of long range planners in both the public and private sectors of the economy, and of facilitating developments in this essentially multi-disciplinary field. The establishment of this Journal, with a strong international editorial advisory board, is the latest step in the furtherance of these aims. Among the articles in the 56-page first issue are: The strategic dimension of computer systems planning, by Professor Charles Kriebel; Long range planning of managers, by Harry Ford, personnel advisor for General Management Personnel at Shell International; Analytical techniques in planning, by Donald J. Smalter of International Minerals and Chemicals Corporation; and Technological forecasting in corporate planning, by Erich Jantz, a consultant with OECD. Dr. Jeremy Bray, Joint Parliamentary Secretary of the Ministry of Technology, writes on 'New methods of economic management must be developed'.

A Training Officer's Guide to Discussion Leading, by A. I. S. Debenham. (30 pages. British Association for Commercial and Industrial Education, 16 Park Crescent, Regent's Park, London W1N 4AP. 12s. 6d. post free to non-members; 8s. 6d. to members.) A large proportion of instructional work in industry and commerce deals with the training of adults, frequently with very considerable experience; and in these cases lecturing is unlikely to make the best use of this experience, particularly when the matter under consideration is one which does not lend itself to a specific correct answer. In this situation discussion leading is a particularly effective instructional technique and this pamphlet, published as *BACIE Training Manual No. 5* is intended as a contribution to the promotion of this technique. It has grown out of the sessions led by the author in the association's courses on techniques of instruction.

Stock Control: an Appreciation with 14 Case Studies. (28 pages. British Productivity Council, Vintry House, Queen Street Place, London EC4. 9s. 6d.) 'There is no doubt that large stocks are carried in industry which, in the strict sense, ought not to be there' says the booklet which summarizes the basic principles of efficient and economic stock control and gives 14 case studies as applied examples.

Other Publications

ANGLO-DUTCH YEARBOOK 1968-1969. 169 pages. British Chamber of Commerce in the Netherlands, 45 Raamweg – The Hague, PO Box 2804.

APPLIED GENERAL STATISTICS, by F. E. Croxton, D. J. Cowden and S. Klein. 3rd edition. 754 pages. Pitman and Sons Ltd. £3 3s.

BUSINESS FINANCE, by F. W. Paish. 4th edition. 167 pages. Pitman and Sons Ltd. 25s.

INDUSTRIAL COUNTER-ESPIONAGE, by Philip Hickson. 80 pages. Spectator Publications Ltd, 91 St. Martin's Lane, London WC2. 17s. 6d.; by post 18s. 6d.

INTERNATIONAL PUBLIC RELATIONS ENCYCLOPEDIA, by Peter Biddlecombe. 220 pages. Grant Helm, 45 Calthorpe Street, London WC1. £1 17s. 6d.

NATIONAL READERSHIP SURVEY 1968: TABLES RELATING TO FEBRUARY-JUNE 1968. VOL. 2. 23 tables. Joint Industrial Committee for National Readership Surveys, 44 Belgrave Square, London SW1. £60 per set of 1968 Surveys.

TURKEY: OECD ECONOMIC SURVEYS. 54 pages. Available from HMSO and other Government bookshops. 5s. 6d.; by post 6s.

WORLD BANK AND INTERNATIONAL DEVELOPMENT ASSOCIATION: ANNUAL REPORT 1968. 102 pages. Available free from New Zealand House, Haymarket, London SW1.

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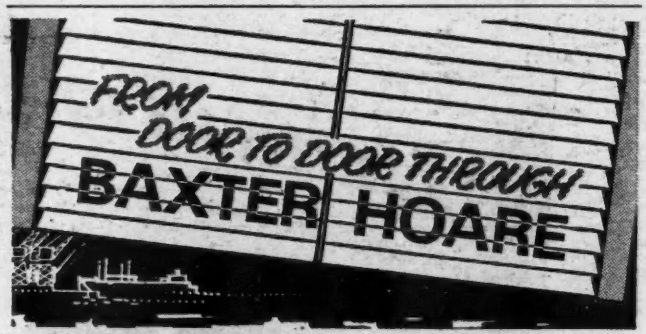

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Oct. 9	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Building, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)

Miscellaneous aircraft instruments, tyres and spare parts; MT spares; plant and equipment; hydraulic and screw jacks; machine tools; electrical spares; amosite asbestos covering and insulation boards; binoculars; wrist watches; scrap metals, webbing, leather, cordage, canvas and mixed rags; clothing including greatcoats, khaki shirts, denim and battle dress blouses, jerseys, gloves, rubber boots; a large quantity of ankle boots and blankets; office and domestic furniture and other general stores.

Oct. 17	Surplus plant and stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

MT spares including quarter lights; rear vents; door windows; brake linings; carburettors; filler caps; servo assemblies; clutch spare; fuel pumps; steering valve assemblies, etc.; machine and hand tools including grinding machines; arbor press; flexible drive unit; electrical items including oscilloscopes; test sets; generators; power units; transformers; receivers; modulator units; electric motors; battery chargers; electronic valves; fans; drills; cable, etc.; gyro units; stop and pocket watches; aircraft and other clocks; binoculars; barometers; telephone equipment; fire pump hoses; sewing machines; tool boxes; paint spraying equipment; teleprinter paper, etc.

Oct. 22-24	Technical and miscellaneous stores	The Lido Ballroom, Winchester, Hants	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

2-ton industrial trucks; fork lift trucks; generating sets; charging sets; fire pump trailers; oxygen cutting and welding sets; miscellaneous wireless and communications equipment and spares; motor vehicle spares; hydraulic and other jacks; gravity rollers; machine tools; hand tools and tool kits; binoculars; watches; theodolites; photographic equipment; electronic equipment; 4- and 2-way steel pallets; metal safes; musical instruments; amosite and asbestos pipe lagging; clothing and textiles including large quantities of white and coloured blankets; raincoats; dress trousers; BD and serge trousers and blouses; woollen jerseys; drill shorts; shirts; vests; carpets; canvas and web haversacks and packs; large quantity aircraft and MT tyres; scrap webbing; canvas, mixed rags, etc.; large quantities of furniture; kitchenware and general stores.

Oct. 31	Miscellaneous stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews, St. Andrews Cross, Plymouth. (Tel. 69292.)

Machine tools; industrial fork lift truck; light fire pump trailer; 27½ KVA generator; transformers; miscellaneous electrical equipment; binoculars; watches; miscellaneous vehicle spares; wooden boxes; clothing and textiles including greatcoats; raincoats; BD trousers and blouses; ankle boots; berets; shirts; foul weather clothing; haversacks; woollen and mixed rags; old webbing; tentage; carpets; etc. and large quantities of other general stores.

Catalogues available from relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at Ministry of Defence auction sales to be held at STIRLING on October 9, and at WINCHESTER on October 22-24, 1968. Most lots will not exceed 200 pairs and will be lotted in sizes. Catalogues, price 1s. 0d. (postal order only) from auctioneers:

Stirling: Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.

Winchester: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Nov. 5	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Government Publications

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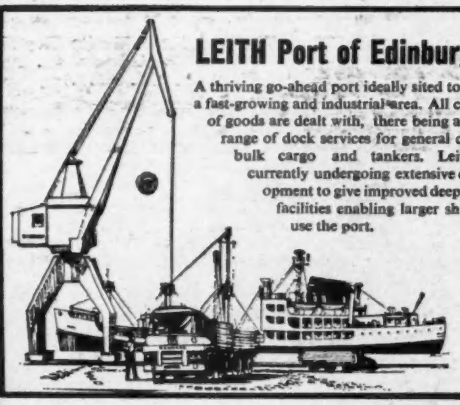
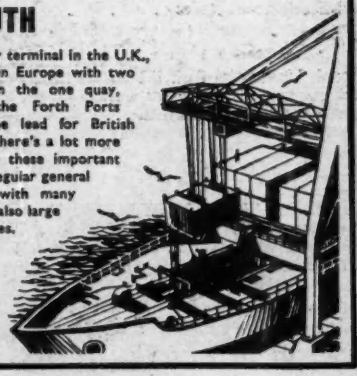


LEITH Port of Edinburgh

A thriving go-ahead port ideally sited to serve a fast-growing and industrial area. All classes of goods are dealt with, there being a wide range of dock services for general cargo, bulk cargo and tankers. Leith is currently undergoing extensive development to give improved deepwater facilities enabling larger ships to use the port.

GRANGEMOUTH

With the first container terminal in the U.K., and as the first port in Europe with two Transporter cranes on the one quay, Grangemouth puts the Forth Ports Authority well in the lead for British container traffic. But there's a lot more to Grangemouth than these important developments. It has regular general cargo liner services with many parts of the world and also large bulk cargo and oil trades.



GRANTON

Adjacent to Leith on the South bank of the Forth, Granton is a bustling port in its own right. Dealing in bulk cargoes with the accent on oil. In addition the port has its own trawling fleet.

BURNTISLAND

One of the three Forth Ports on the North bank of the Forth, specialising in bulk loads. The main import is bauxite ore for the local aluminium works and the principal export, alumina, is a by-product from the same works.

KIRKCALDY

A compact port with excellent facilities for coastwise and continental trade. Cargoes are varied, but wheat, wood pulp, malt and lime largely, Kirkcaldy being ideally situated to handle the needs of industrial and agricultural Fife.

METHIL

A thriving port handling a variety of imports and exports. The principal coal shipping port in Scotland. Its import trade derives mainly from wood pulp, esparto grass and china clay for the Fife paper-making industry and from fertilisers, timber, and foundry sand.

SHIP via FORTH PORTS

Full information and rates available from:

General Manager & Secretary,

FORTH PORTS AUTHORITY, LEITH, EDINBURGH, 6, SCOTLAND, Telephone: 031-554 6473

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCK			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected Components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+21	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+29	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+79	+47
1965	129	132	155	148	126	..	160	130	169	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	171	183	163	+199	+129	+30	+ 6
1967	132 (1)	133	169	164	131	101	171	128	166	200	185	+101(1)	— 47	—30	+10
1967															
1st quarter	132	132	165	160	129	100	165	127	163	189	174	+ 37	— 8	— 7	+14
2nd quarter	132	133	168	161	129	100	174	133	174	196	185	+ 46	+ 12	—11	+14
3rd quarter	133	133	171	165	132	102	172	125	164	204	189	— 32	— 18	—16	—20
4th quarter	133 (1)	136	173	168	134	104	173	125	163	207	194	+ 50(1)	— 32	+ 5	+ 2
1968															
1st quarter	136 (1)	137	177	175	139	106	176	121	183	208	194	—126(1)	—116	+ 3	+46
2nd quarter		138				102		121	168				+ 43	+12	Nil
1968															
February		137				105									
March		138				107									
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August						104									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.					—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—107
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—302
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,223	203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·7	550	180		201	180	—169
3rd quarter								580*	182*				
1968													
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138*	125*	125·5	+5·3	122·1*	141·5*	186·7	580	180		210	188	
August			125·7	+5·7	122·2*	141·5*	187·2	585	179		209	199	
September								576*	186*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Foreign travel and tourism in 1967

In 1967 the number of visits to the United Kingdom by overseas visitors was 4.3 million, an increase of 8 per cent on the 1966 figure. Thus the upward trend in visitors to this country, which has been a marked feature of recent years, continued in 1967 though the rate of increase in that year was slightly below the increases recorded in 1965 and 1966 (10 per cent in each year). The expenditure of overseas visitors in the United Kingdom also rose in 1967, from £219 million to £236 million, an increase of 7 per cent, well in line with the underlying trend in recent years.

United Kingdom residents paid 7.2 million visits abroad in 1967, a 4 per cent increase compared with 1966. This was a smaller rate of increase than in the recent past. Expenditure abroad fell by 7 per cent from £297 million in 1966 to £275 million in 1967, the first decrease in this expenditure since 1948. 1967 was the first complete year in which the travel allowance was effective and this, with the slower growth of incomes in 1967, combined to reduce the growth in expenditure abroad.

These estimates of visits and expenditures are based largely on the results of the International Passenger Survey conducted by the Government Social Survey on behalf of the Board of Trade. In the survey a stratified random sample of more than 250,000 passengers arriving at or departing from airports and seaports in this country is asked to provide information. The Board of Trade are grateful to all those travellers, United Kingdom residents and foreign visitors, who have answered the questions put to them; without their co-operation these statistics could not be obtained.

The Survey itself covers routes accounting for about 75 per cent of the total traffic to and from the United Kingdom: it has been supplemented by information from the Central Statistics Office of the Irish Republic covering the routes between the Irish Republic and the United Kingdom; and allowance has been made for traffic on the Scandinavian sea routes, not covered by the Survey, as well as for the expenditure of visitors staying less than 24 hours in the United Kingdom with 'transit' as their principal purpose of visit. Certain other small items of expenditure for which direct information is not obtained from the Survey (for example, spending overseas by passengers on cruises and on sea vessels confined to day trips) are estimated independently.

OVERSEAS VISITORS TO THE UNITED KINGDOM

The 4.3 million visits to the United Kingdom includes visits by all aliens, British and Commonwealth nationals resident overseas and residents of the Irish Republic, staying for less than a year, whose main purpose of travel was not to seek paid employment. Military, merchant seamen or airline personnel on duty, are also excluded.

The number of visits from Western Europe continued to grow in 1967. The growth was particularly marked for the residents of Belgium and Luxembourg and Switzerland; on the other hand there was a falling off in the rate of growth of visitors from the German Federal Republic and West Berlin, perhaps associated with changed economic conditions in that country. Probably because of the rival attractions of the Canadian 'Expo 67', there was a fall in the number of visits by Canadian residents and a reduction in the rate of growth of the number of visits by United States residents in 1967. There was a modest increase in the growth of the number of visits by residents of the Irish Republic after a period of stagnation between 1965 and 1966 (but the expenditure of these residents is estimated to have fallen between 1966 and 1967).

The number of visits made by British and Commonwealth nationals resident overseas increased from 764,000 in 1966 to 802,000 in 1967. These figures exclude visits by residents of the Irish Republic for whom no separate figures by nationality are available. Table 2 shows that the change in the number of visits by British and Commonwealth nationals residents in Canada and the United States between 1966 and 1967 was very much in line with the growth of the number of visits by other residents of these countries. There was a substantial increase between these two years in the number of visits of such nationals resident in the German Federal Republic and of Australian and New Zealand residents having British passports. The number of visits by British nationals resident in the rest of Western Europe and the rest of the Sterling Area showed very little change between 1966 and 1967.

The total expenditure of overseas visitors to the United Kingdom was £236 million in 1967. This represents the total amount spent by visitors in this country on accommodation, meals, fares, souvenirs and gifts, and virtually all other spending while on their visit. It does not, however, include spending on large items, which are not taken in personal baggage on leaving the country; these items are included as exports in the United Kingdom Overseas Trade Accounts. The main item is cars personally exported with purchase tax exemption which is currently estimated to amount to approximately £10 million a year, some part of which represents the value of cars purchased by United Kingdom residents about to emigrate. Nor does it include purchases (mainly of tobacco and alcoholic drinks) on United Kingdom carriers or at the duty-free shops at British airports, estimated to be about £5 million a year.

The figure of £236 million represents, in terms of the balance of payments statistics, credits arising from travel. It does not, however, include the credits which may also arise inasmuch as overseas visitors travel to this country on British carriers (except to the very minor extent that it includes £2 million in respect of payments for international rail fares). Fares paid by overseas visitors to British air and sea carriers are estimated to have amounted to £85 million in 1967.

Purpose of visit

Three principal purposes of visit are distinguished: holiday, business, and other – the last category including those whose principal purpose of visit covers visiting friends or relatives, study, attending sporting events, health and religious purposes. Also included wih other visits are those with more than one purpose of visit, for whom no single purpose predominates. Visitors staying less than 24 hours with transit to other countries as their principal purpose of travel (estimated to number about 102,000) are not included in the number of visits, but an allowance for their expenditure is included in the expenditure tables. The proportion in each category do not vary much from year to year. In 1967 the proportion of holiday visits was again about half the total traffic and earnings from holiday visits likewise accounted for about half the total earnings, with business visits accounting for about a fifth of the total of both visits and expenditure. 'Other' visits accounted for nearly 30 per cent of total earnings in 1967.

A quarter of the visits of West European residents were for business purposes – nearly double the proportion for visits made by North American residents. There seems to have been a modest rise since 1965 in the proportion of visits made without business or holiday as the principal purpose in each of the areas analysed in this table. This category includes young persons who come to visit their friends in this country on an exchange basis.

Length of stay and expenditure per day

The average length of stay of overseas visitors to the United Kingdom has continued to decline each year since 1964, when information on this aspect first became available. In 1967 the average length of stay was 17 days compared with 18 days in 1966, but the expenditure per day was higher in 1967 than in either of the two preceding years. The continuing decrease of the average length of stay may partly be due to overseas visitors resident beyond Europe visiting other countries on their trip to this continent. The average length of stay of visitors from Western Europe has also continued to decline and this may be a reflection of the growth of a mass market for tourism in Britain.

Figures of the average length of stay and expenditure per day of residents of some principal countries sending visitors to Britain

are given in Table 8. These figures show lower expenditure per day for visitors from Canada than for visitors from United States, probably arising from our closer ties with the former country, which may result in a higher proportion of visitors staying in the homes of their friends or relatives. Some of the other comparisons of expenditure per day of residents of Western Europe are also of interest: a relatively low expenditure per day by visitors from the Federal Republic of Germany and West Berlin is reflected in the records of some other Western European countries. Some of these averages are based on a relatively small number of contacts and may be affected by noticeable sampling errors.

Other things being equal, the greater the distance of the journey to Britain, the higher the rate of expenditure per visit is likely to be, partly because travellers with limited means tend to exploit nearby holiday regions first, and also because a long journey makes a somewhat longer stay seem worthwhile. These influences may be offset in regard to expenditure in this country when a visit to other European countries is included in the same round trip.

Inclusive Tours

An inclusive tour is defined as a holiday for which the visitor is unable to distinguish the pre-paid cost of his fare from the cost of accommodation. The number of holiday visits made by overseas residents on such tours other than residents of the Irish Republic (for whom no comparable information is available) increased by 7 per cent from 271,000 in 1966 to 289,000 in 1967. The corresponding increase in the total number of holiday visits between these two years was rather larger. The decline in the proportion of visitors on inclusive tours can be attributed to the small decrease in the proportion of North American visitors travelling on inclusive tours (from 27 per cent to 26 per cent in 1967) which was not quite offset by the modest increase in the percentage of West European visitors on inclusive tours, which rose from 11 per cent to 12 per cent.

VISITS ABROAD BY UNITED KINGDOM RESIDENTS

United Kingdom residents paid 7.2 million visits abroad in 1967, compared with 6.9 million in 1966. Visits to overseas sterling area countries, including the Irish Republic, increased by 8 per cent from 1.8 million in 1966 to 1.9 milllion in 1967, but visits to non-sterling area countries rose by only 2 per cent from 5.0 million in 1966 to 5.1 million in 1967. The fall in 1967 in the proportion of United Kingdom residents travelling to Western Europe compared with the total number of United Kingdom residents going abroad was largely because it is in the visits to Western Europe that holiday makers predominate. The fall in expenditure in Italy and Switzerland was particularly noticeable. In both France and Spain, although the number of visits rose between 1966 and 1967, expenditure fell. Amongst the principal Western European countries only in the case of Belgium and the German Federal Republic was there an increase in the number of visits and in expenditure between 1966 and 1967.

There was a notable increase in the number and expenditure of those visiting Canada and the United States between 1966 and 1967; in the former case, at least 'Expo 67' will have had influence.

Expenditure abroad, excluding air and sea fares, fell from £297 million in 1966 to £275 million in 1967. Partly as a result of the limitation on the amount of foreign currency allowed on a visit to a non-sterling area country, the share of total travel expenditure abroad attributable to the overseas sterling area increased from 25 per cent of the total in 1966 to 30 per cent in 1967. Average expenditure on holiday visits fell only marginally, from £42 to £41, in sterling area countries, whereas in non-stering area countries it fell from £42 in 1966 to £34 in 1967.

The figure of £275 million spent abroad in 1967 includes about £6 million attributable to rail transport on the routes to and from the destination abroad, but in other respects it represents, in terms of balance of payments statistics, the debits arising from travel; in particular it does not include passenger fares paid to foreign air and sea carriers by United Kingdom residents going abroad on a visit, which are estimated to amount to £68 million in 1967.

Purpose of visit

Table 13 sets out the proportion of visits and expenditure for United Kingdom residents on visits abroad. Holiday visits in 1967 still had by far the largest share of all visits abroad, being 71 per cent of the total. 75 per cent of visitors to Western Europe in 1967 went for holiday purposes, but both here and in the case of visits to North America there was a growing proportion of visits to friends and relatives.

Partly because of the diversion of some holiday traffic as a result of foreign exchange restrictions, 61 per cent of the visits made to the other overseas sterling area were holiday visits in 1967, a figure which compares with 53 per cent recorded in 1966.

From tables 11 and 12 it appears that the long term trend towards the increased use of air travel continued, but there was a notable increase in the use of the sea routes for business travllers to both the Irish Republic and the continent of Europe between 1966 and 1967.

There has been, it would appear, some change in the pattern of visits and expenditure over the quarters of the year, notably in respect of holiday visits to Western Europe. The table below shows, for those visits, for numbers and for expenditure, the proportion which each quarter bears to the year as a whole:

	Number of Visits		Expenditure	
	1966	1967	1966	1967
	per cent	per cent	per cent	per cent
1st Quarter	5.1	5.9	6.8	5.4
2nd Quarter	24.9	22.8	25.6	22.1
3rd Quarter	63.3	64.9	60.8	66.0
4th Quarter	6.7	6.4	6.8	6.5
Year	100	100	100	100

There was, between 1966 and 1967, some shift in the number of visits between the second and first quarters because Easter fell in April in 1966 and in March in 1967 but average expenditure per visit in the first quarter of 1967 fell so much that this effect was more than offset in the expenditure figures. Additionally, the proportion of visits and expenditure in the third quarter of the year rose suggesting that the reduction in expenditure on holidays in Western Europe between 1966 and 1967 (from £156 million to £126 million) was more marked outside the main holiday season.

Length of stay and expenditute per day

The average length of stay of United Kingdom residents abroad fell in 1967 to 14.6 days from 15.4 days in 1966, the fall being widespread throughout most of the main balance of payments areas. The average length of stay for each principal purpose of visit also fell: for business visits abroad from 10.7 days in 1966 to 9.8 days in 1967, for holiday visits from 14.4 to 13.5 days in 1967 and for other visits from 24.0 days to 23.6 days. The average length of stay analysed by some of the principal countries visited is given in Table 15. In comparing the figures in this table it has to be borne in mind that it is the length of stay out of the United Kingdom which is measured, and that this is usually less than the stay in the principal country visited. The length of stay outside the United Kingdom includes travelling time, whereas the figures for the length of stay of visitors to the United Kingdom exclude the time spent travelling here.

Average expenditure per day fell slightly between 1966 and 1967; by purpose of visit the fall was confined to holiday visits, the average expenditure per day, for business and other visits, being virtually unchanged.

Inclusive tours

In the case of United Kingdom residents the proportion of holiday makers for destinations other than the Irish Republic who were on inclusive tours remained virtually unchanged at 49 per cent of the total number of holiday makers in 1966 and 1967. An increase in the proportion of air holiday makers on inclusive tours was matched by a decrease in the proportion of holiday makers travelling by sea who were on inclusive tours. Inclusive tours accounted for 67 per cent of the visits of air travellers on holiday, a rather higher percentage than in 1966 and 27 per cent of the holiday makers travelling by sea, a rather smaller percentage than in 1966. The proportion of holiday makers going to other non-sterling countries who were on inclusive tours remained virtually unchanged in the two years.

Migration

The International Passenger Survey data on migrants is analysed

(Continued on next page)

FOREIGN TRAVEL AND TOURISM, *continued*

by the General Register Office since it provides a major source of information enabling that Department to make the estimates of gross and net migration into and out of the population of England and Wales, and also (on behalf of the three Registrars General) of the United Kingdom, which it is required to provide at intercensal dates. Tables summarizing the Survey's migrants' data are published by the General Register Office:

1. Quarterly tables in the 'Quarterly Return' of the following quarter;
2. Provisional annual tables (for the calendar year) covering the United Kingdom in the 'Quarterly Return' for the first quarter and final tables in the 'Registrar General's statistical Review, Part II';
3. Annual tables (for mid-year) covering England and Wales in the 'Quarterly Return' for the third quarter.

The Survey's migrants' data, supplemented by further material from the Home Office and the Ministry of Social Security, form the basis of estimates of migration to and from the United Kingdom (published in the 'Annual Abstract of Statistics') and England and Wales (published elsewhere in the 'Statistical Review, Part II'). The tables on emigrants derived from the Survey which appeared in the Oversea Migration Board's Annual Statistics for 1964, will be published (along with other data on United Kingdom emigrants supplied there) by the General Register Office for 1965 and subsequent years.

Survey method

The system of interviewing passengers was explained in the *Board of Trade Journal* for August 23, 1963. Briefly, the Government Social Survey, on behalf of the Board of Trade, interviews a stratified random sample of passengers entering and leaving this country on all the principal air and sea routes, other than to the Irish Republic, to obtain information about international migration, tourism and the contribution of 'travel' expenditure to the balance of international payments. The interviews are voluntary and anonymous.

On the long air routes nearly 7 per cent of the outgoing passengers and 4 per cent of the incoming passengers are interviewed at London Airport and Prestwick; 2 per cent of the short air route passengers in winter and 1 per cent in summer are also interviewed there. At the smaller airports the percentage sampled generally varies between half of one cent and 4 per cent according to the time and the airport concerned. The sample weights are adjusted for known traffic densities, and appropriate allowance made for traffic not covered.

On the short sea route about 1 per cent of the winter traffic and half of one per cent of the summer traffic is interviewed. In a two-stage sample, cross-Channel boats are sampled in proportion to the weight of traffic they are expected to handle, and a predetermined number of passengers is interviewed on each selected boat. On the long sea routes every liner or other ship having more than 200 passengers arriving, or more than 100 passengers departing, is covered. One ship in every two of other ships carrying more than 12 passengers on these routes is also covered. Nearly 7 per cent of the outgoing and 4 per cent of the incoming passengers are sampled. A larger proportion of passengers leaving this country on the long sea and air routes is sampled in order to provide otherwise unavailable information about the sex, age, marital status and occupation of emigrants from this country, which supplements the data on the total numbers from the countries receiving emigrants.

Altogether, more than 250,000 successful interviews were made during 1967. The Board of Trade are grateful to all who have co-operated to make the Survey a success, not least the travelling public, who continue to try to give all the information asked of them.

The International Passenger Survey has appeared to show some bias in the factors applied to the weighted sample to account for non-contacts, refusals, incomplete interviews and traffic at airports or on sea routes not covered. Some progress has been made in the investigation of the causes of this problem, and adjustments have been made based on information derived from the Survey and independent checks to produce more reliable figures.

The Survey estimates are also of course, subject to sampling errors. Not all air and sea routes can be surveyed at all times, and some routes, indeed, carry so little traffic that they are not surveyed at all. Assumptions have been made about the traffic missed, but about 90 per cent of the passengers entering and leaving this country to destinations other than the Irish Republic travel on routes which are covered by the Survey and at times when passengers are interviewed.

Since 1966 it has been possible to obtain from the International Passenger Survey a figure of the air fares attributable to visitors to the United Kingdom from beyond the British Isles, and since the second quarter of 1967 similar information has become available for the long sea routes. The International Passenger Survey enables the fares of visitors to be distinguished from the fares by migrants and people travelling with employment as their principal purpose.

Passengers arriving in or departing from the United Kingdom by air are asked their flight number, the airport of origin or destination on this flight, the class of travel and whether concessionary fare was paid. From this information the appropriate air fare is calculated. Similar methods are used with long sea routes only where the passenger does not know the actual fare paid: on these routes the passenger is asked for his fare, because of the considerable variations within each class of travel. Fares on the short sea routes are derived from information obtained from the Chamber of Shipping. It is on the basis of these figures that the total fares paid by overseas visitors to British air and sea carriers, and the total fares paid by United Kingdom residents going abroad on a visit to foreign air and sea carriers have been estimated.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Co. Durham.
Tel.: 0642 53677. Telex: 58608
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle 20,
Lancashire.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:
24-26 Newport Road, Cardiff, CF2 1SY
Tel.: 0222 42611. Telex: 49538
Answer Back: INGRA CARDIFF.

GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77583.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue,
Southend-on-Sea, Essex.
Tel.: 0702 41341. Telex: 99288
Answer Back: INGRA SOUTHEND

All requests for information and application forms for computers and ships should be addressed to Southend.

SECTION A. OVERSEAS VISITORS TO THE UNITED KINGDOM

Overseas visitor means a person who, being permanently resident in a country outside the United Kingdom, visits the United Kingdom for a period of less than 12 months for holiday, business purposes and other purposes, including visiting friends or relatives, study, attending sporting events, health and religious purposes. (Other purposes also include visits with more than one purpose where neither holidaying nor business predominated.)

Migrants and persons coming to the United Kingdom with employment as their main purpose (including military, merchant seamen and airline personnel on duty) are excluded.

The tables in this section refer to visits completed in the periods stated, i.e. they relate to visitors leaving the United Kingdom.

See also notes at end of section.

Table 1. Number of visits and expenditure of overseas visitors analysed by country of permanent residence 1964 to 1967

Country of permanent residence	Number of visits ('000)				Expenditure (£ million)			
	1964	1965	1966	1967	1964	1965	1966	1967
United States	603	713	833	904	47·4	48·4	55·3	63·9
Canada	164	184	215	200	13·0	13·0	15·7	15·0
North America	767	897	1,048	1,104	60·4	61·4	71·0	78·9
France	330	354	384	418	11·0	11·7	12·8	13·3
Germany F.R. and W. Berlin	322	342	383	397	10·8	10·5	12·6	11·9
Italy	95	86	112	127	6·0	5·4	6·8	8·1
Belgium and Luxembourg	115	138	133	176	2·9	3·0	3·2	4·9
Netherlands	153	186	195	229	4·5	4·6	4·7	6·1
Austria	27	31	29	29	1·0	1·4	1·4	1·1
Denmark, Norway and Sweden	147	167	211	226	6·8	7·5	9·5	9·7
Switzerland	80	86	97	111	4·6	4·7	6·0	6·7
Spain	31	37	42	42	1·9	1·9	2·8	2·9
Other Western Europe	42	45	57	67	3·3	3·7	3·7	5·0
Western Europe	1,342	1,472	1,643	1,822	52·8	54·4	63·5	69·7
Other non-sterling area	183	178	215	245	17·9	13·9	19·7	19·6
Irish Republic	662	702	697	732	21·4	23·1	26·7	23·7
Australia and New Zealand	76	89	99	107	11·6	13·2	13·8	16·5
South Africa	46	52	57	66	6·0	6·1	6·0	7·3
Other sterling area	181	207	208	213	20·2	20·4	18·6	19·8
Overseas sterling area	965	1,050	1,061	1,118	59·2	62·8	65·1	67·3
ALL COUNTRIES	3,257	3,597	3,967	4,289	190·3	192·5	219·3	235·5

Table 2. Number of visits by British and Commonwealth nationals resident overseas

Number of visits ('000)

Country of permanent residence	1966	1967
United States	56	63
Canada	209	191
North America	265	254
German F.R. and W. Berlin	79	93
Other Western Europe	111	116
Western Europe	190	209
Other non-sterling	27	43
Australia and New Zealand	95	104
Other sterling area	187	192
All countries except the Irish Republic	764	802

Table 3. Number of visits and expenditure of overseas visitors analysed by country of permanent residence, air and sea routes separately, 1967

Country of permanent residence	Number of visits ('000)			Expenditure (£ million)		
	Air	Sea (1)	All Routes	Air	Sea (1)	All Routes
United States	728	176	904	51·9	12·0	63·9
Canada	165	35	200	12·4	2·6	15·0
North America	893	211	1,104	64·3	14·6	78·9
France	228	190	418	7·6	5·7	13·3
German F.R. and W. Berlin	150	247	397	5·3	6·6	11·9
Italy	74	53	127	5·0	3·1	8·1
Belgium and Luxembourg	64	112	176	2·2	2·7	4·9
Netherlands	118	111	229	3·3	2·8	6·1
Austria	13	16	29	0·5	0·6	1·1
Denmark, Norway and Sweden	98	128	226	4·5	5·2	9·7
Switzerland	83	28	111	4·7	2·0	6·7
Spain	32	10	42	2·4	0·5	2·9
Other Western Europe	45	22	67	3·7	1·3	5·0
Western Europe	905	917	1,822	39·2	30·5	69·7
Other non-sterling area	189	56	245	16·7	2·9	19·6
Irish Republic	236	496	732	7·5	16·2	23·7
Australia and New Zealand	53	54	107	7·4	9·1	16·5
South Africa	48	18	66	5·5	1·8	7·3
Other sterling area	187	26	213	17·4	2·4	19·8
Overseas sterling area	524	594	1,118	37·8	29·5	67·3
ALL COUNTRIES	2,511	1,778	4,289	158·0	77·5	235·5

(1) Visits by road and rail across the border with the Irish Republic are included with the sea routes.

(Continued on next page)

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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FOREIGN TRAVEL AND TOURISM, *continued*

Table 4. Number of visits of overseas visitors analysed by area of permanent residence and purpose of visit, air and sea routes separately, 1967

Number of visits ('000)

Area of permanent residence	AIR					SEA (1)					ALL ROUTES				
	Holiday		Business	Other	Total	Holiday		Business	Other	Total	Holiday		Business	Other	Total
	Total	Inclusive Tours				Total	Inclusive Tours				Total	Inclusive Tours			
North America	482	132	140	271	893	160	37	6	45	211	643	169	146	315	1,104
Western Europe	214	21	384	307	905	556	71	64	297	917	769	92	449	604	1,822
Other non-sterling area	81	8	45	63	189	29	5	4	23	56	110	13	48	87	245
Irish Republic	114	n.a.	61	61	236	263	n.a.	77	156	496	377	n.a.	138	217	732
Other overseas sterling area	120	5	57	111	288	66	10	4	28	98	186	15	61	139	386
TOTAL	1,011	n.a.	687	813	2,511	1,074	n.a.	155	549	1,778	2,085	n.a.	842	1,362	4,289

(1) Visits by road and rail across the border with the Irish Republic are included with the sea routes.
n.a. Not available.

Table 5. Number of visits and expenditure of overseas visitors analysed by area of permanent residence and purpose of visit, air and sea routes separately, for each calendar quarter of 1967

Area of permanent residence	Quarter	Expenditure (£ million)				Number of visits ('000)											
						AIR				SEA (1)				ALL ROUTES			
		Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total
North America	1st	3·7	3·2	2·4	9·3	37	28	30	95	10	—	4	15	47	29	34	110
	2nd	12·5	4·2	5·1	21·8	147	43	63	253	50	2	14	65	197	45	77	319
	3rd	20·5	3·6	8·7	32·8	233	33	129	395	80	3	21	104	314	35	149	498
	4th	7·1	4·0	3·9	15·0	65	36	49	150	20	1	6	27	85	37	55	177
	Year	43·8	15·0	20·1	78·9	482	140	271	893	160	6	45	211	643	146	315	1,104
Western Europe	1st	3·0	4·2	3·7	10·9	37	87	52	175	57	12	49	118	93	99	101	293
	2nd	5·6	5·5	4·7	15·8	47	119	71	237	113	15	56	184	160	135	127	421
	3rd	13·8	4·3	11·2	29·3	92	76	121	290	333	22	148	503	425	98	269	793
	4th	3·5	5·4	4·8	13·7	38	102	63	203	53	15	44	112	91	117	107	315
	Year	25·9	19·4	24·4	69·7	214	384	307	905	556	64	297	917	769	449	604	1,822
Rest of the World	1st	6·6	2·4	3·5	12·5	42	24	34	101	46	11	28	85	88	35	63	186
	2nd	10·1	4·4	5·4	19·9	72	45	52	168	79	18	44	141	151	62	96	309
	3rd	22·6	5·1	9·7	37·4	143	58	97	298	183	43	104	330	326	101	201	628
	4th	8·7	3·8	4·6	17·1	58	36	52	146	50	13	31	94	108	49	88	240
	Year	48·0	15·7	23·2	86·9	315	163	235	713	358	85	207	650	673	247	443	1,363
Total	1st	13·3	9·8	9·6	32·7	115	139	117	371	113	24	81	218	229	163	198	589
	2nd	28·2	14·2	15·1	57·5	266	207	186	658	242	34	114	390	508	241	299	1,049
	3rd	56·8	13·1	29·6	99·5	468	167	347	983	596	68	273	937	1,064	235	620	1,919
	4th	19·4	13·0	13·4	45·8	162	174	163	499	123	29	81	233	284	203	245	732
	Year	117·7	50·1	67·7	235·5	1,011	687	813	2,511	1,074	155	549	1,778	2,085	842	1,362	4,289

(1) Visits by road and rail across the border with the Irish Republic are included with the sea routes.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Table 6. Overseas visitors: distribution of visits and expenditure by area cross-analysed by purpose of visit, 1967

Percentages

Purpose	Area of permanent residence					
	North America	Western Europe	Other non-sterling	Irish Republic	Other sterling	All Areas
NUMBER OF VISITS						
Holiday	58	42	45	51	48	48
Business	13	25	20	19	16	20
Other	29	33	35	30	35	32
All	100	100	100	100	100	100
('000)	(1,104)	(1,822)	(245)	(732)	(386)	(4,289)
EXPENDITURE						
Holiday	56	37	46	62	56	50
Business	19	28	22	16	17	21
Other	25	35	32	22	27	29
All	100	100	100	100	100	100
(£ million)	(78·9)	(69·7)	(19·6)	(23·7)	(43·6)	(235·5)

Table 7. Overseas visitors: Average length of stay in the United Kingdom and average expenditure per day and per visit by area of permanent residence, and by purpose of visit

	Year	Area of permanent residence				Year	Purpose of Visit		
		North America	Western Europe	Other non-sterling	Overseas sterling (1)		Holiday	Business	Other
Average length of stay (days)	1964	16·3	18·4	27·1	55·4	19·8	18·1	9·3	34·6
	1965	41·7	17·5	26·1	51·6	18·8	15·9	9·1	30·5
	1966	14·4	16·3	24·1	48·2	18·2	15·2	8·8	28·9
	1967	13·8	15·8	23·6	44·0	17·1	14·2	8·0	27·3
Average expenditure per day (£)	1964	4·8	2·1	3·6	2·3	2·8	3·0	6·8	1·6
	1965	4·6	2·1	3·0	2·2	2·7	3·2	6·5	1·5
	1966	4·7	2·3	3·8	2·2	3·0	3·7	6·9	1·7
	1967	5·1	2·4	3·4	2·6	3·2	3·9	7·4	1·8
Average expenditure per visit (£)	1964	77·6	38·4	97·2	124·8	55·9	53·7	62·9	55·3
	1965	67·7	36·1	77·6	113·9	51·3	51·2	59·2	46·3
	1966	67·0	37·9	91·2	105·2	54·8	55·7	60·9	49·4
	1967	70·8	37·5	79·9	112·8	54·4	56·0	59·3	48·9

(1) Excluding the Irish Republic.

Table 8. Overseas visitors: Average length of stay in the United Kingdom, expenditure per visit, and expenditure per day of visitors from selected countries

Country of permanent residence	Average per visit	Average expenditure per visit	Average expenditure per day
	Days	£	£
United States	12·2	70·1	5·8
Canada	21·3	73·8	3·5
North America	13·8	70·8	5·1
France	15·3	30·8	2·0
German Federal Republic and West Berlin	16·9	29·4	1·7
Italy	20·4	62·1	3·0
Belgium and Luxembourg	7·8	26·8	3·4
Netherlands	9·9	26·2	2·7
Denmark, Norway, Sweden	13·8	42·7	3·1
Switzerland	26·1	59·7	2·3
Spain	24·7	67·6	2·7
Western Europe	15·8	37·5	2·4
Other non sterling	23·6	79·9	3·4
Australia, New Zealand	48·4	154·5	3·2
South Africa	26·9	111·2	4·1
Other sterling area (1)	47·0	92·4	2·0
All countries	17·1	54·4	3·2

(1) Excluding Irish Republic.

FILMS FOR EXPORTERS

THE Board of Trade has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

Table 9. Number of visits and expenditure of United Kingdom residents analysed by main country visited, 1964 to 1967

Principal Country Visited	Number of visits ('000)				Expenditure (£ million)			
	1964	1965	1966	1967	1964	1965	1966	1967
United States	92	98	108	126	10·5	10·0	11·0	11·5
Canada	44	49	59	86	3·7	3·8	4·7	5·5
North America	136	147	167	212	14·2	13·8	15·7	17·0
France	724	829	864	918	29·7	30·8	29·2	24·8
German Federal Republic and Western Germany	327	373	405	434	10·6	11·7	13·1	13·3
Italy	618	703	756	637	36·5	38·7	40·2	27·3
Belgium and Luxembourg	315	318	294	329	8·1	8·6	7·6	7·8
Netherlands	235	260	292	301	6·1	6·9	6·3	6·4
Austria	234	245	295	284	11·1	11·6	14·3	11·4
Denmark, Norway and Sweden	163	174	203	210	6·8	7·1	7·6	7·5
Switzerland	319	348	331	309	14·7	16·9	15·5	11·4
Spain	709	803	958	1,060	37·5	41·6	43·0	40·5
Other Western Europe	187	223	276	258	12·7	14·9	15·2	12·5
Western Europe	3,831	4,276	4,674	4,740	173·8	188·8	192·0	162·9
Other non-sterling area	105	143	165	165	9·2	13·1	14·0	12·8
Irish Republic	1,608	1,649	1,596	1,692	49·5	57·2	55·3	57·6
Australia and New Zealand	14	15	18	18	3·0	4·5	4·5	5·1
South Africa	15	16	16	21	2·7	2·8	2·6	3·2
Other sterling area	87	117	170	216	8·5	10·2	13·3	16·6
Overseas sterling area	1,724	1,797	1,800	1,947	63·7	74·7	75·7	82·5
ALL COUNTRIES	5,897(1)	6,472(1)	6,918(1)	7,202(1)	260·9	290·4	297·4	275·2

(1) Including United Kingdom residents holidaying on cruise ships, not assigned to particular areas.

(Continued on next page)

FOREIGN TRAVEL AND TOURISM, *continued*

Table 10. Number of visits and expenditure of United Kingdom residents analysed my main country visited, air and sea routes separately, 1967

Principal country visited	Number of visits ('000)			Expenditure (£ million)		
	Air	Sea (2)	All Routes	Air	Sea (2)	All Routes
United States	120	6	126	10·6	·9	11·5
Canada	79	7	86	4·8	·7	5·5
North America	199	13	212	15·4	1·6	17·0
France	333	585	918	8·6	16·2	24·8
German Federal Republic and West Berlin	200	234	434	6·0	7·3	13·3
Italy	403	234	637	17·1	10·2	27·3
Belgium and Luxembourg	149	180	329	2·9	4·9	7·8
Netherlands	177	124	301	3·4	3·0	6·4
Austria	133	151	284	5·3	6·1	11·4
Denmark, Norway and Sweden	81	129	210	3·5	4·0	7·5
Switzerland	159	150	309	5·8	5·6	11·4
Spain	839	221	1,060	32·0	8·5	40·5
Other Western Europe	198	60	258	8·9	3·6	12·5
Western Europe	2,672	2,068	4,740	93·5	69·4	162·9
Other non-sterling area	126	39	165	9·8	3·0	12·8
Irish Republic	469	1,223	1,692	13·7	43·9	57·6
Australia and New Zealand	N.S.A.	N.S.A.	18	N.S.A.	N.S.A.	5·1
South Africa	N.S.A.	N.S.A.	21	N.S.A.	N.S.A.	3·2
Other sterling area	N.S.A.	N.S.A.	216	N.S.A.	N.S.A.	16·6
Overseas sterling area	701	1,246	1,947	32·0	50·5	82·5
ALL COUNTRIES	3,698	3,504 (1)	7,202 (1)	150·7	124·5	275·2

(1) Including United Kingdom residents holidaying on cruises ships, not assigned to particular areas.

(2) Visits by road and rail across the bodrer with the Irish Republic are included with the sea routes.

N.S.A.: Not separately available.

Notes:

(i) The *number of visits* excludes day trips on special excursion boats, day trips across the border with the Irish Republic, and visits of less than one day by passengers in transit through the United Kingdom to other countries, but other day trips are included.

(ii) '*Expenditure*' in these tables is defined to be consistent with the 'Travel' account in the balance of payments statistics: that is to say, the expenditure figures cover all spending by overseas visitors in the United Kingdom (whether on accommodation, meals, fares within the United Kingdom, purchase of goods), but not the cost of fares to and from the United Kingdom.
Exceptions to this are:
(a) the cost of fares on international rail routes. The cost of the rail fares on the British section of the journeys to and from the United Kingdom is included in the expenditure estimates in these tables. The amount is small and was estimated in 1967 to have been less than £2 million.
(b) the personal export of cars purchased by visitors to this country. Estimated to amount to about £10 million a year, these are included in the Overseas Trade Accounts of the United Kingdom, and are, therefore, excluded from the expenditure estimates in these tables.
Expenditure in these tables also includes estimates of the expenditure of visitors in transit of less than one day and on day trips across the Irish border.

(iii) In the calculation of the average expenditures per visit and per day in Tables 7 and 8 the following adjustments have been made:
(a) The estimates of expenditure by visitors in transit of less than one day, and the estimates of rail fares (see Section (ii) above) have been excluded.
(b) In Table 7 the columns for total and for purpose of visit, but not the columns for areas of permanent residence, include information about visitors from the Irish Republic. In the former columns the number of day trips across the border and time spent thereon have been excluded, but expenditure thereon has been included.

(iv) Some of the figures for 1966 and earlier years have been amended following revisions for the Irish Republic.

SECTION B. VISITS ABROAD BY UNITED KINGDOM RESIDENTS

Visits abroad mean visits to countries outside the United Kingdom by persons permanently resident in the United Kingdom for a period of less than 12 months for holiday, business purposes and other purposes, including visiting friends or relatives, study, attending sporting events, health and religious purposes. (Other purposes also include visits with more than one purpose where neither holidaying or business predominated.)

Migrants and persons going abroad with employment as their main purpose (including military, merchant seamen and airline personnel on duty) are excluded.

The tables in this section refer to visits completed in the periods stated, i.e. they relate to United Kingdom residents returning to the United Kingdom.

See also notes at end of section.

Table 11. Number of visits of United Kingdom residents analysed by area visited and purpose of visit, air and sea routes separately, 1967

Number of visits (000)

Area visited	AIR					SEA (2)					ALL ROUTES				
	Holiday		Business	Other	Total	Holiday		Business	Other	Total	Holiday		Business	Other	Total
	Total	Inclusive				Total	Inclusive				Total	Inclusive			
North America	45	2	53	101	199	4	—	2	7	13	49	2	55	103	212
Western Europe	1,916	1,357	535	221	2,672	1,641	488	95	332	2,068	3,557	1,845	629	554	4,740
Other non-sterling area	69	45	38	19	126	19	5	2	18	39	88	51	41	36	155
Irish Republic	294	N.A.	92	83	469	847	N.A.	114	262	1,223	1,141	N.A.	206	345	1,692
Other overseas sterling area	142	44	41	49	232	12	3	1	10	23	154	46	42	59	255
TOTAL	2,466	N.A.	759	473	3,698	266 (1)	N.A.	214	629	3,504 (1)	5,127(1)	N.A.	973	1,102	7,202 (1)

(1) Including United Kingdom residents holidaying on cruise ships, not assigned to particular areas.

(2) Visits by road and rail across the border with the Irish Republic are included with the sea routes.

N.A. Not available.

Table 12. Number of visits and expenditure of United Kingdom r esidents analysed by area visited and purpose of visit, air and sea routes separately, for each calendar quarter of 1967

Area visited	Quarter	Expenditure (£ million)				Number of Visits ('000)											
						Air				Sea (2)				All Routes			
		Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total	Holiday	Business	Other	Total
Western Europe	1st	6·9	4·0	2·0	12·9	125	112	44	281	85	12	48	145	210	124	92	426
	2nd	27·9	7·6	4·0	39·5	458	173	64	696	352	31	87	470	811	203	152	1,166
	3rd	83·4	5·2	6·2	94·8	1,174	111	80	1,364	1,137	32	149	1,318	2,310	143	229	2,682
	4th	8·2	5·3	2·2	15·7	159	139	33	331	67	20	48	135	226	159	81	466
	Year	126·4	22·1	14·4	162·9	1,916	535	221	2,672	1,641	95	332	2,068	3,557	629	554	4,740
Rest of the World	1st	7·2	4·6	2·6	14·4	52	34	29	115	66	9	24	99	119	43	52	214
	2nd	17·1	7·8	6·2	31·1	143	61	61	265	234	31	76	342	377	93	137	606
	3rd	30·6	8·2	10·4	49·2	274	83	121	478	484	65	162	710	757	148	283	1,189
	4th	8·9	5·4	3·3	17·6	81	46	41	168	98	14	35	147	179	60	76	315
	Year	63·8	26·0	22·5	112·3	550	224	252	1,026	882	119	297	1,298	1,432	344	548	2,324
Total	1st	14·1	8·7	4·5	27·3	178	146	73	396	168(1)	21	72	261	346(1)	167	144	657
	2nd	45·1	15·3	10·2	70·6	601	235	125	961	626(1)	62	163	851	1,227(1)	296	289	1,812
	3rd	114·1	13·3	16·6	144·0	1,447	194	201	1,842	1,679(1)	97	311	2,086	3,126(1)	291	512	3,928
	4th	16·9	10·8	5·6	33·3	240	184	74	499	188(1)	34	83	306	428(1)	219	157	805
	Year	190·2	48·1	36·9	275·2	2,466	759	473	3,698	2,661(1)	214	629	3,504(1)	5,127(1)	973	1,102	7,202(1)

(1) Including United Kingdom residents holidaying on cruise ships, not assigned to particular areas.
(2) Visits by road and rail across the border with the Irish Republic are included with the sea routes.

Table 13. United Kingdom residents: distribution of visits and expenditure by area visited cross-analysed by purpose of visit, 1967

Purpose	Area Visited				Percentages	
	North America	Western Europe	Other Sterling non-	Irish Republic	Other Sterling	All Areas
Number of visits:						
Holiday	23	75	53	68	61	71 (1)
Business	26	13	25	12	16	14
Other	51	12	22	20	23	15
All	100	100	100	100	100	100 (1)
('000)	(212)	(4,740)	(165)	(1,692)	(255)	(7,202)
Expenditure:						
Holiday	17	78	37	74	54	69
Business	51	13	48	8	28	18
Other	32	9	15	18	20	13
All	100	100	100	100	100	100
(£ million)	(17·0)	(162·9)	(12·8)	(57·6)	(24·9)	(275·2)

(1) Included in this figure, but not in the area analysis, is an estimate of United Kingdom residents holidaying on cruise ships.

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Table 14. United Kingdom residents: average length of stay outside the United Kingdom and average expenditure per day and per visit by area visited and by purpose of visit

	Year	Area visited				Total	Purpose of Visit		
		North America	Western Europe	Other non-Sterling	Overseas Sterling (1)		Holiday	Business	Other
Average length of stay (days)	1964	42·2	14·8	29·3	60·7	15·1	14·9	11·3	20·2
	1965	40·0	14·2	26·0	53·2	14·9	14·0	11·4	22·6
	1966	40·1	14·0	23·5	48·3	15·4	14·4	10·7	24·0
	1967	37·8	13·1	27·1	43·9	14·6	13·5	9·8	23·6
Average expenditure per day (£)	1964	2·5	2·9	2·8	1·8	2·9	2·9	4·7	1·5
	1965	2·4	3·0	3·2	2·0	2·9	3·1	4·8	1·5
	1966	2·3	2·8	3·3	1·9	2·7	2·9	5·0	1·3
	1967	2·1	2·5	2·7	2·0	2·6	2·7	5·0	1·4
Average expenditure per visit (£)	1964	105·0	43·3	80·7	108·3	43·3	43·8	53·7	29·4
	1965	94·1	42·3	83·0	104·8	43·9	43·9	55·0	34·7
	1966	91·1	39·4	78·4	89·9	42·0	42·2	53·4	32·1
	1967	78·3	32·7	71·9	86·2	37·3	36·0	49·2	32·6

(1) Excluding the Irish Republic.

(Continued on next page)

CONTROL
the paper explosion

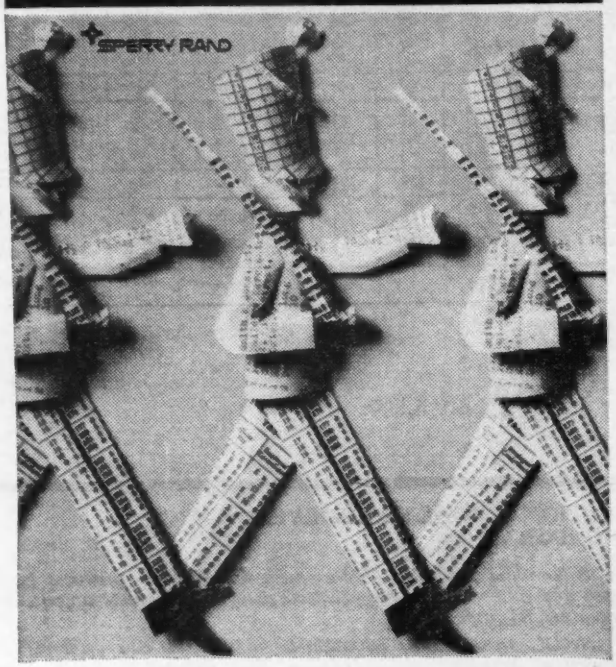

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Table 15. United Kingdom residents: average length of stay outside the United Kingdom on visits abroad, by principal country visited

Principal Country Visited	Average length of stay per visit (Days)
United States	35·1
Canada	42·0
North America	37·8
France	10·3
German Federal Republic and West Berlin	14·0
Italy	16·5
Belgium and Luxembourg	7·8
Netherlands	7·5
Austria	13·1
Denmark, Norway, Sweden	11·4
Switzerland	13·0
Spain	15·4
Other Western Europe	18·2
Western Europe	13·1
Other Non Sterling	27·1
Austrlian, New Zealand	115·5
South Africa	62·7
Other sterling area (1)	36·1
All countries	14·6

(1) Excluding Irish Republic.

Notes:

(i) The *number of visits* excludes day trips on special excursion boats and day trips across the border with the Irish Republic, but other day trips are included.

(ii) '*Expenditure*' in these tables is defined to be consistent with the 'Travel' account in the balance of payments statistics: that is to say, the expenditure figures cover all the expenditure abroad of United Kingdom residents (whether on accommodation, meals, fares within the country visited, purchases of goods) but not the cost of fares to and from the United Kingdom.

An exception is the cost of fares on the international rail routes. The cost of the rail fares on the foreign section of the journeys to and from the United Kingdom is included in the expenditure estimates in these tables. The amount in 1967 was estimated to have been just over £6 million.

Expenditure in these tables also includes an estimate of expenditure on all day trips and cruises.

(iii) In the calculation of the average length of stay and average expenditure per visit and per day in Table 14 the following adjustments have been made:

(a) The numbers exclude United Kingdom residents on cruise holidays, day trips on excursion boats and across the Irish border.

(b) The stay excludes the time spent on cruise holidays and day trips on excursion boats and across the Irish border.

(c) The expenditure excludes the estimates of expenditure on such cruise holidays and the day trips on excursion boats, and the expenditure on rail fares (see Section ii above).

(d) The columns for total and for purpose of visit, but not the columns for principal country visited, include information about visits to the Irish Republic.

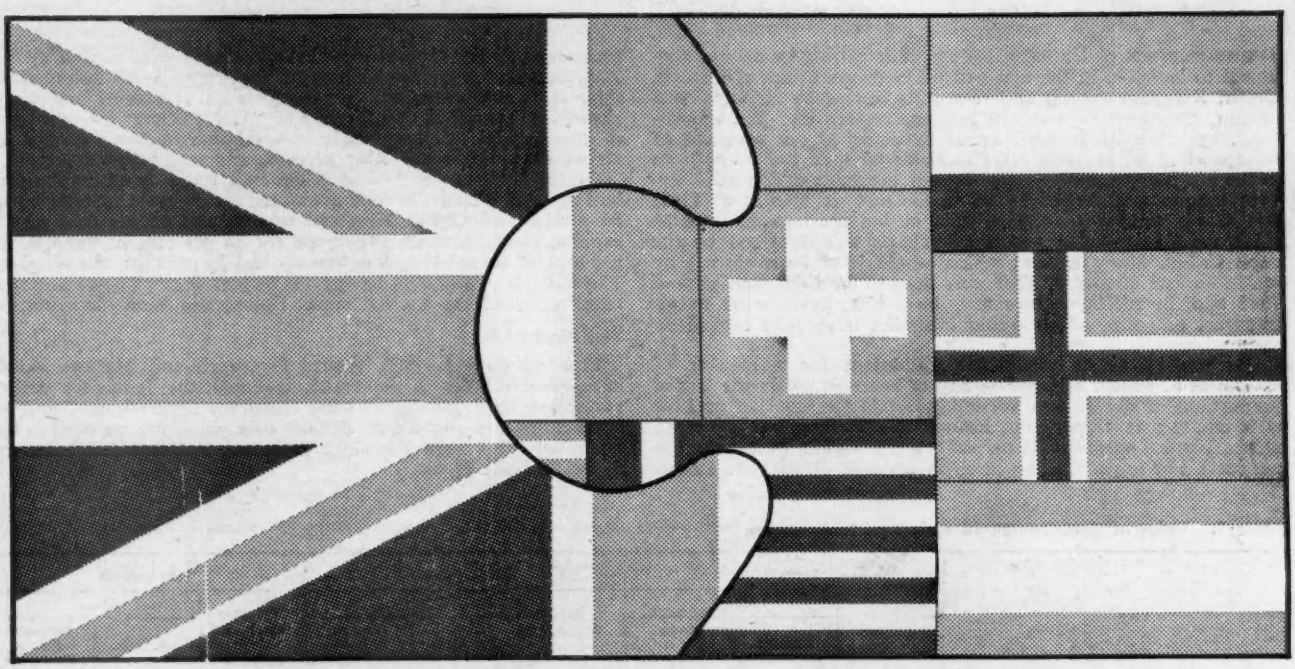
(iv) In the calculation of average length of stay in Table 15 the same conditions as set out at (iii) (a) and (b) above apply.

(v) Some of the figures for 1966 and earlier years have been amended following revisions for the Irish Republic.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

ICFC Export Department



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Alternatively, please write or telephone the ICFC Manager responsible for your district. He will be happy to help and discuss your business with you in complete confidence and without commitment on your part.

United Kingdom trade by air in the first half of 1968

THE PROPORTION of United Kingdom trade carried by air has continued to increase. In the first half of 1968, the values of imports, United Kingdom exports and re-exports carried by air were £458 million, £342 million and £39 million, respectively. The proportions, by value, of imports carried by air at 12 per cent and of re-exports at 36 per cent were both higher than the proportions in the last half of 1967. 11 per cent of the value of United Kingdom exports was carried by air in the first six months of 1968; this was a smaller proportion than in the previous six months when the pattern of transport of exports was disturbed by the dock strikes. Many exports which would have been carried by sea in the last quarter of 1967 were delayed until the early part of 1968 and, in addition, there may have been a diversion to air transport of goods which would otherwise have been carried by sea.

Carriage by air is particularly important for a number of categories of goods. The commodity divisions in which the largest proportions of export were carried by air in the first half of 1968 were clothing at 47 per cent, leather manufactures (40 per cent), pharmaceutical products (35 per cent) and scientific instruments (30 per cent). For imports, as much as 54 per cent of scientific instruments and 53 per cent of electrical machinery were carried by air. Air transport was also important for imports of non-metallic mineral manufactures (41 per cent), hides and skins and pharmaceutical products (both 39 per cent). Over 90 per cent of the imports of non-metallic mineral manufactures carried by air were diamonds and other precious and semi-precious stones.

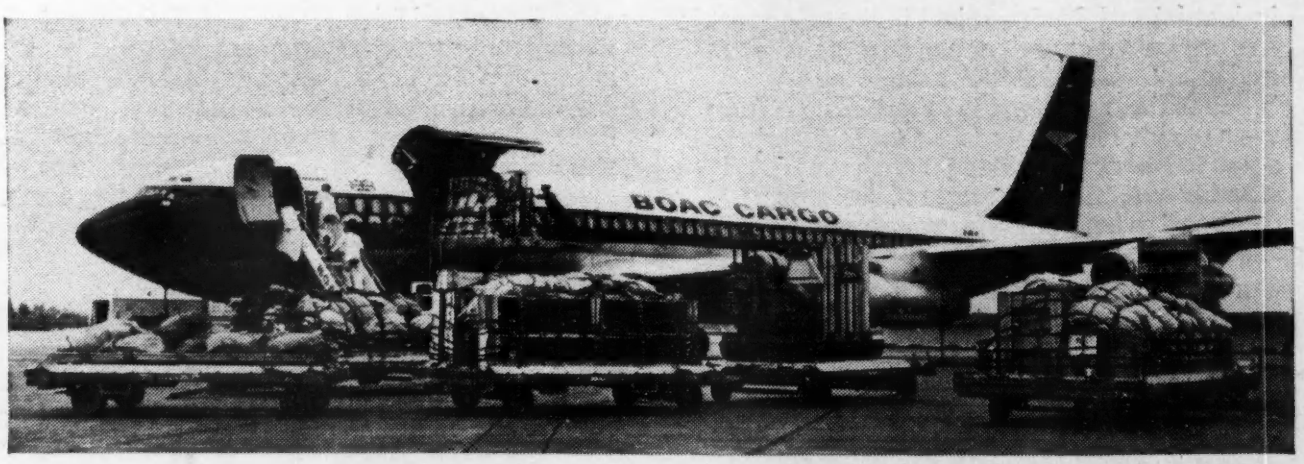
Of the total of the United Kingdom's trade by air in the first half of 1968 Western Europe accounted for 36 per cent of imports, 39 per cent of United Kingdom exports and 62 per cent of re-exports. North America accounted for 34 per cent of imports, 33 per cent of United Kingdom exports and 23 per cent of re-exports. The individual countries having the largest shares of our airborne trade remained the United States, France and West Germany.

Statistical Note:

From January 1, 1965, figures for pearls and precious stones have been included in the Trade Accounts; the figures for earlier years have been adjusted in these tables for comparison. Complete aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

Table 1. Value of trade compared with total trade figures

Year	Imports			UK Exports			Re-exports		
	Total £m. c.i.f.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total Re-exports
1963	4,983·4	305·8	6·1	4,211·1	289·2	6·9	153·8	45·6	29·6
1964	5,696·1	376·3	6·6	4,411·6	292·2	6·6	153·4	46·4	30·2
1965	5,751·1	438·3	7·6	4,728·0	370·5	7·8	172·8	54·7	31·7
1966	5,946·8	545·6	9·2	5,047·0	483·3	9·6	194·4	64·5	33·2
1967	6,441·6	640·9	9·9	5,025·9	539·7	10·7	184·5	63·2	34·2
1966 January-June	3,038·9	282·0	9·3	2,465·0	235·0	9·5	99·7	33·8	33·9
July-December	2,915·1	263·9	9·1	2,577·2	248·1	9·6	94·1	30·7	32·7
1967 January-June	3,229·7	320·6	9·9	2,672·7	255·7	9·6	93·2	31·8	34·1
July-December	3,211·9	320·1	10·0	2,353·2	284·0	12·1	91·3	31·3	34·3
1968 January-June	3,929·6	458·1	11·7	3,012·5	341·7	11·3	107·2	38·9	36·3



BOAC is to introduce the first scheduled all-cargo service between Britain and Australia in October. The service will be operated twice a week by Boeing 707/336C jet freighters capable of carrying 40 tons of cargo at a time. The new service will provide a 75 per cent increase in cargo capacity offered by BOAC and Qantas on the Britain-India-Australia 'Kangaroo' route. This month BOAC is offering an improved cargo service in two major manufacturing eas in Britain. Teesside in the North-east and Bristol in the South-west are to be linked by a BOAC cargo road trucking service to Manchester and Heathrow airports respectively. The new facilities will enable exporters in these areas to book their freight on BOAC in their own areas for delivery to major destinations around the world.

Table 2. Commodity composition of United Kingdom exports

Selected Divisions	July-December 1967			January-June 1968		
	Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports
*00. Live animals (excluding zoo animals, dogs and cats)	12·8	2·3	18	5·9	1·6	27
51. Chemical elements and compounds	56·3	4·6	8	74·2	5·1	7
54. Medicinal and pharmaceutical products	36·6	13·0	35	48·8	17·2	35
55. Essential oils and perfume materials, toilet, polishing and cleansing preparations	20·9	0·8	4	25·1	0·9	4
61. Leather, leather manufactures, not elsewhere specified and dressed fur skins	14·6	5·2	36	19·8	7·9	40
62. Rubber manufactures, not elsewhere specified	26·2	0·9	4	31·7	1·0	3
65. Textile yarn, fabrics, made-up articles and related products	116·1	8·7	8	142·8	11·4	8
66. Non-metallic minerals manufactures, not elsewhere specified	129·4	7·4	6	176·0	14·7	8
68. Non-ferrous metals	98·8	18·1	18	136·6	23·4	17
69. Manufactures of metal, not elsewhere specified	70·1	4·6	7	89·6	4·5	5
71. Machinery – other than electric	480·4	78·9	16	644·0	101·4	16
72. Electrical machinery, apparatus and appliances	159·0	29·1	18	211·4	34·4	16
Ex.73. Transport equipment	308·3	26·0	8	420·4	28·6	7
84. Clothing, knitted or crocheted articles including elastic or rubberized fabric and articles of fur	37·2	17·3	47	32·4	15·2	47
85. Footwear, gaiters and the like	11·7	1·6	13	10·3	1·6	15
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	57·4	20·4	36	72·1	21·4	30
89. Miscellaneous manufactured articles, not elsewhere specified	89·0	22·2	25	106·5	25·2	24
All other goods	628·5	22·8	4	765·0	26·2	3
Total	2,353·2	284·0	12	3,012·5	341·7	11

* Figures shown under this heading include horses, exported temporarily for racing, breeding or other purposes.

Table 3. Commodity composition of imports

Selected Divisions	July-December 1967			January-June 1968		
	Total £m c.i.f.	By air		Total £m. c.i.f.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. c.i.f.	Per cent of Total Imports
*00. Live animals (excluding zoo animals, dogs and cats)	26·1	2·2	9	27·5	1·7	6
21. Hides, skins and fur skins, undressed	24·8	9·9	40	32·9	13·0	39
28. Metalliferous ores and metal scrap	107·4	13·4	13	130·7	20·0	15
51. Chemical elements and compounds	66·4	9·2	14	81·8	11·0	14
54. Medicinal and pharmaceutical products	9·0	3·4	38	9·3	3·7	39
55. Essential oils and perfume materials, toilet, polishing and cleansing preparations	7·6	1·9	25	10·9	2·1	19
61. Leather, leather manufactures, not elsewhere specified	13·3	2·0	15	16·0	2·3	14
65. Textile yarn, fabrics, made-up articles and related products	92·8	14·5	16	118·8	15·4	13
66. Non-metallic mineral manufactures not elsewhere specified	111·5	27·5	25	159·7	65·3	41
68. Non-ferrous metals	188·1	9·3	5	288·8	38·4	13
69. Manufactures of metal, not elsewhere specified	28·7	5·6	19	35·3	6·4	18
71. Machinery, other than electric	246·6	74·3	30	312·4	97·0	31
72. Electrical machinery, apparatus and appliances	93·9	49·3	53	116·0	61·9	53
Ex.73. Transport equipment	62·6	11·2	18	95·0	20·2	21
84. Clothing, knitted or crocheted articles, including elastic or rubberized fabric and articles of fur	43·8	13·3	30	53·8	13·8	26
85. Footwear, gaiters and the like	12·1	2·0	17	17·9	1·8	10
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	50·4	28·9	58	54·5	29·4	54
89. Miscellaneous manufactured articles, not elsewhere specified	77·0	28·6	37	91·7	35·3	39
All other goods	1,949·9	13·6	1	2,276·5	19·6	1
Total	3,211·9	320·1	10	3,929·6	458·1	12

*Figures shown under this heading include horses, exported temporarily for racing, breeding or other purposes.

Table 4. Commodity composition of re-exports

Selected Divisions	July-December 1967			January-June 1968		
	Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. f.o.b.	Per cent of Total Re-exports		£m. f.o.b.	Per cent of Total Re-exports
21. Hides, skins and fur skins, undressed	10·7	6·3	59	20·8	14·0	67
61. Leather, leather manufactures, not elsewhere specified, and dressed fur skins	1·5	0·7	46	2·3	1·0	46
68. Non-ferrous metals	7·6	0·2	3	10·0	0·2	2
71. Machinery other than electric	16·4	9·6	58	19·9	9·9	50
72. Electrical machinery, apparatus and appliances	7·1	5·4	76	6·5	4·5	69
Ex.73. Transport equipment	7·7	2·1	27	3·2	1·4	43
86. Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	3·4	2·4	68	3·6	2·6	72
89. Miscellaneous manufactured articles, not elsewhere specified	4·4	2·9	66	4·2	2·7	64
All other goods	32·4	1·9	6	36·7	2·7	7
Total	91·3	31·3	34	107·2	38·9	36

(Continued on next page)

UK TRADE BY AIR, *continued*

Table 5. Imports from, and United Kingdom exports and re-exports to, selected countries

Selected Countries	Imports						UK Exports						Re-exports					
	July-December 1967			January-June 1968			July-December 1967			January-June 1968			July-December 1967			January-June 1968		
	Total £m. c.i.f.	By air £m. c.i.f.	By air Per cent of Total Imports	Total £m. c.i.f.	By air £m. c.i.f.	By air Per cent of Total Imports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total UK Exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total UK Exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total Re-exports	Total £m. f.o.b.	By air £m. f.o.b.	By air Per cent of Total Re-exports
West Germany	167·0	27·1	16·2	209·4	30·2	14·4	126·8	21·8	17·2	160·3	27·7	17·3	15·5	6·7	43·6	19·0	9·3	49·0
Netherlands	176·6	12·9	7·3	201·7	15·2	7·5	93·4	11·9	12·7	117·6	12·8	10·9	7·4	0·7	9·3	5·4	1·1	20·4
Belgium	73·8	6·5	8·8	88·0	6·6	7·5	82·1	5·8	7·0	116·8	7·8	6·7	2·5	0·5	19·1	3·9	0·7	18·8
France	132·6	32·9	24·8	155·1	39·3	25·4	95·1	33·8	35·6	115·5	34·2	29·6	6·9	2·7	39·4	11·1	3·9	35·3
Italy	97·1	11·8	12·1	124·8	12·9	10·4	66·7	10·3	15·4	80·7	11·5	14·2	6·9	2·9	41·8	8·6	4·7	54·6
Sweden	122·1	4·8	3·9	157·0	6·7	4·2	104·3	7·0	6·7	125·8	8·0	6·4	3·2	0·4	12·4	3·3	0·7	20·0
Denmark	110·8	4·3	3·9	116·3	5·2	4·5	65·1	4·1	6·3	78·3	4·0	5·1	1·2	0·2	18·0	1·3	0·2	17·1
Switzerland	59·7	24·5	41·0	71·1	25·9	36·4	52·4	9·5	18·2	58·5	11·2	19·1	3·1	1·6	53·0	3·9	2·0	50·7
Portugal	25·9	5·8	22·6	38·9	11·8	30·2	21·3	1·4	6·7	29·1	1·8	6·1	0·1	0·0	31·6	0·5	0·2	32·3
Austria	23·1	3·1	13·4	29·5	3·7	12·5	17·6	2·4	13·7	24·6	3·3	13·3	1·2	0·2	19·5	1·3	0·5	36·6
Spain	44·4	0·9	2·0	46·6	1·5	3·2	37·8	3·7	9·7	48·3	4·0	8·3	1·0	0·2	21·6	1·2	0·4	32·9
Irish Republic	118·7	8·3	7·0	125·5	15·5	12·3	92·1	13·0	14·1	116·8	20·0	17·1	5·0	0·7	14·7	5·1	0·6	11·3
United States of America	405·8	94·1	23·2	493·7	141·4	28·6	307·6	70·4	22·9	404·6	93·7	23·2	12·3	6·9	56·5	15·8	7·7	48·4
Canada	232·9	11·8	5·0	262·7	14·6	5·6	103·1	17·8	17·3	125·6	19·5	15·5	3·5	1·7	48·5	3·5	1·4	40·2
India	66·0	2·4	3·7	67·3	2·0	3·0	34·6	2·8	8·1	39·2	2·6	6·6	0·9	0·3	40·7	0·5	0·1	23·1
Australia	86·2	1·5	1·7	107·3	1·8	1·7	117·3	5·1	4·4	162·3	6·7	4·1	1·1	0·3	31·3	1·1	0·3	29·6
Republic of South Africa	103·7	10·4	10·0	141·6	12·5	8·8	112·9	3·7	3·3	131·0	4·9	3·7	1·6	0·2	14·8	2·0	0·3	13·1
Japan	44·1	3·6	8·1	55·6	4·1	7·4	41·9	10·3	24·6	45·9	10·4	22·6	2·0	0·6	32·1	1·8	0·4	23·1
Total of above countries	2,090·7	266·4	12·7	2,492·2	350·9	14·1	1,572·2	234·9	14·9	1,980·8	283·8	14·3	75·3	27·2	36·1	89·4	34·4	38·5
All other Countries	1,121·2	53·7	4·8	1,437·3	107·2	7·5	781·0	49·1	6·3	1,031·8	57·9	5·6	16·0	4·2	26·1	17·8	4·5	25·3
Grand Total	3,211·9	320·1	10·0	3,929·6	458·1	11·7	2,353·2	284·0	12·1	3,012·5	341·7	11·3	91·3	31·3	34·3	107·2	38·9	36·3

Table 6. Imports from, and United Kingdom exports and re-exports to, various areas by air

	Imports		UK exports		Re-exports	
	July-Dec. 1967	Jan.-June 1968	July-Dec. 1967	Jan.-June 1968	July-Dec. 1967	Jan.-June 1968
	£m. c.i.f.	£m. c.i.f.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.
Sterling Area	50·2	99·4	45·4	58·0	3·1	3·0
North America	105·9	156·0	88·4	113·3	8·6	9·1
Latin America	3·7	3·4	6·2	7·0	0·4	0·4
Western Europe	137·2	163·1	118·8	134·1	16·6	24·2
Non-Sterling Middle East	4·6	7·8	7·3	9·1	0·9	1·0
Soviet Union and Eastern Europe	6·2	14·7	3·8	5·4	0·9	0·6
Rest of the World	12·3	13·6	14·1	14·9	0·9	0·6
Total	320·1	458·1	284·0	341·7	31·3	38·9

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Shipping movements at United Kingdom ports

Foreign and coasting trade movements during May, 1968

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during May 1968 amounted to 16,127 thousand n.r.t.; this was 1 per cent less than the corresponding month of 1967. However, the figures show an encouraging trend with entrances down by 5.7 per cent and clearances increased by 8 per cent. Commonwealth vessels accounted for 6,972 thousand n.r.t.

During the first five months of the year the total n.r.t. of vessels entering and clearing United Kingdom ports was 1.2 per cent more than the corresponding period of 1967. Commonwealth vessels accounted for 43.2 per cent.

In the coasting trade the total net tonnage of vessels arriving and departing with cargo remained at a level similar to that of the previous year.

Note:

Net registered tons (n.r.t.).

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kinngdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movements in the foreign trade at United Kingdom ports

	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of May, 1967	6,438	10,846	4,324	244	6,278	4,519	5,455	2,720	162	2,591
" Month of May, 1968	6,240	10,228	3,693	216	6,319	4,925	5,899	2,887	176	2,836
" Five months ending May, 1967	27,912	48,169	18,331	1,034	28,814	22,007	24,674	11,514	676	12,484
" Five months ending May, 1968	30,015	48,575	18,304	1,063	29,208	23,283	25,111	11,795	660	12,656
In ballast: Month of May, 1967	1,423	2,599	1,073	26	1,500	3,064	7,159	2,372	84	4,704
" Month of May, 1968	1,530	2,571	1,026	53	1,492	3,149	7,464	2,428	132	4,904
" Five months ending May, 1967	6,698	10,202	4,514	182	5,507	12,646	33,482	11,204	444	21,835
" Five months ending May, 1968	6,285	9,023	3,820	250	4,953	13,667	32,798	10,365	646	21,787

(1) Includes Irish Republic and South Africa.

(Continued on next page)

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Prices in brackets include postage.

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HMSO

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	May		Five months Ended May		May		Five months Ended May	
	1967	1968	1967	1968	1967	1968	1967	1968
Nationality of vessels	Number of vessels							
United Kingdom	1,871	1,789	8,011	8,548	1,499	1,575	6,673	7,198
Other Commonwealth (a)	167	171	675	777	132	142	628	628
Foreign	4,400	4,280	19,226	20,690	2,888	3,208	14,706	15,457
TOTAL	6,438	6,240	27,912	30,015	4,519	4,925	22,007	23,283
	Thousand net tons							
COMMONWEALTH								
Registered in United Kingdom	4,324	3,693	18,331	18,304	2,702	2,887	11,514	11,795
Registered in Canada	3	—	4	—	—	—	—	—
Registered in other countries (a)	240	215	1,020	1,063	162	176	676	660
Soviet	94	76	483	513	23	43	97	160
Finnish	88	73	411	490	35	29	201	164
Swedish	479	530	2,198	2,358	231	201	1,001	1,106
Norwegian	1,392	1,423	6,405	5,859	538	550	2,163	2,240
Danish	283	278	1,282	1,300	181	198	897	917
Polish	21	38	118	129	9	16	57	72
German (Federal Republic)	504	488	2,116	2,547	281	366	1,352	1,616
Dutch	677	491	2,838	2,933	385	431	2,051	1,957
Belgian	224	210	996	1,048	166	152	788	727
French	415	372	1,494	1,513	208	238	929	1,000
Spanish	48	49	285	294	43	51	299	273
Italian	137	130	719	727	23	15	127	174
Yugoslav	8	21	114	115	5	7	40	32
Greek	269	151	1,076	970	70	80	326	334
United States of America	227	236	1,109	883	191	206	884	727
Panamanian	154	167	885	797	30	42	182	318
Liberian	979	1,261	5,058	5,257	70	97	420	331
Other	281	325	1,227	1,473	102	114	669	508
Total foreign	6,278	6,319	28,814	29,208	2,591	2,836	12,484	12,656
TOTAL	10,846	10,228	48,169	48,575	5,455	5,899	24,674	25,111
Trading areas:								
Irish Republic	436	324	1,764	2,040	394	381	1,786	1,723
Northern Europe (Foreign)	2,570	2,777	11,486	13,483	2,021	2,606	9,721	10,437
Europe (Atlantic) and Western Mediterranean Countries	1,468	1,226	5,483	6,235	813	710	3,338	3,943
Central and Eastern Mediterranean Countries	1,093	1,445	5,157	5,790	148	170	825	907
West and South Africa	919	392	3,651	2,220	217	251	1,151	1,041
East Africa, Persian Gulf, India	1,556	1,774	8,600	8,210	236	202	1,089	934
Eastern Asia and Islands in the Pacific	252	198	1,343	1,068	254	167	1,192	831
Australasia	428	296	1,467	1,317	191	152	781	841
North America (Atlantic Coast)	1,270	985	4,341	3,653	929	950	3,280	3,026
West Indies and Central America (Atlantic Coast)	603	576	3,845	3,135	156	162	996	755
South America (Atlantic Coast)	104	103	374	617	38	51	192	278
South and Central America (Pacific Coast)	16	13	116	121	21	8	102	82
North America (Pacific Coast)	121	101	509	634	36	87	213	285
Other areas	1	9	34	52	2	2	7	27
Total Commonwealth Countries	3,034	2,318	12,872	10,630	1,296	1,283	5,495	5,339
Total Foreign Countries	7,811	7,910	35,297	37,945	4,160	4,616	19,179	19,772
TOTAL	10,846	10,228	48,169	48,575	5,455	5,899	24,674	25,111

(a) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports – January-May

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	1,553	1,443	708	1,602	1,489	738	221	184	209	1,528	1,405	609
Cardiff	699	667	282	837	748	349	269	237	174	770	777	361
Dover	2,076	2,365	1,921	3,307	3,371	2,752	1,962	2,247	1,700	3,246	3,345	2,512
Felixstowe	—	731	849	—	789	907	—	643	744	—	746	843
Folkestone	189	158	121	283	254	187	204	160	122	279	258	190
Grimsby	1,483	1,618	1,366	1,663	1,815	1,471	565	731	547	1,706	1,784	1,438
Harwich	2,342	2,313	1,335	2,448	2,355	1,372	2,277	2,213	1,402	2,430	2,247	1,428
Holyhead	574	780	532	583	836	569	573	593	525	581	650	570
Hull	2,235	2,121	2,000	2,406	2,283	2,144	1,159	1,241	1,351	2,307	2,175	2,097
Lancaster	144	39	10	150	45	33	5	9	25	195	10	29
Liverpool	6,212	5,419	2,043	7,251	6,209	2,320	2,801	2,281	1,362	7,249	6,301	2,240
London	13,713	12,835	6,472	16,595	15,160	7,439	6,186	5,948	4,204	15,728	15,098	7,789
Manchester	2,627	2,756	1,306	2,770	2,972	1,498	756	729	954	2,377	2,544	1,528
Middlesbrough	1,584	1,616	671	2,062	2,034	924	920	829	736	2,012	2,262	1,029
Milford Haven	3,455	3,125	169	3,963	3,759	384	706	731	364	3,842	3,471	427
New Haven	218	212	255	225	218	270	199	194	228	207	220	281
Newport	433	563	291	696	781	385	425	414	353	725	891	455
Plymouth	130	151	229	211	232	415	84	87	233	185	198	433
Port Talbot	443	387	218	488	430	315	74	74	169	483	419	315
Southampton	6,621	6,327	1,216	7,894	7,640	1,647	2,867	2,869	1,100	7,836	7,288	1,593
Swansea	283	323	172	790	690	475	791	702	508	972	1,389	593
Tyne Ports	911	789	643	1,287	1,155	760	530	478	374	1,478	1,334	769
Glasgow	2,032	1,344	608	2,339	1,610	688	966	899	354	2,622	2,024	706
Grangemouth	642	624	583	816	756	703	557	482	447	806	716	650
Greenock	114	865	87	522	1,033	133	61	60	22	412	973	110
Leith	341	288	520	350	295	536	125	111	276	299	258	451
Belfast	865	857	597	941	894	662	169	209	218	958	918	548
Other Ports	3,127	3,650	7,470	4,780	5,048	9,577	2,155	2,155	5,876	4,970	5,138	9,822
TOTAL	55,069	54,376	32,674	67,259	64,903	39,653	27,607	27,510	24,477	66,203	64,839	40,016

*1967 Tonnage figures for Harwich include those for Felixstowe.

Table 4. Coasting trade arrivals and departures at principal ports – January-May

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	641	701	490	812	809	1,237	265	292	847	887	953	1,425
Cardiff	232	212	274	421	446	791	93	118	412	403	357	790
Cowes	782	667	3,360	1,751	1,422	6,490	736	633	3,078	1,746	1,416	6,467
Hull	486	420	144	748	609	433	267	191	190	762	674	518
Immingham	318	339	89	764	753	383	377	427	222	595	671	348
Lancaster	600	405	418	679	500	719	515	472	677	626	483	698
Liverpool	974	1,453	1,291	1,408	1,961	2,219	935	1,208	1,565	1,698	2,166	2,376
London	2,931	3,211	2,949	4,070	4,364	5,240	1,141	1,054	1,832	4,094	4,259	4,984
Manchester	498	57	84	679	104	173	315	39	55	712	115	148
Middlesbrough	154	198	142	577	699	634	179	287	356	427	526	557
Milford Haven	194	146	52	1,421	1,282	627	1,668	1,368	662	1,730	1,415	697
Portsmouth	175	174	756	1,206	1,253	5,310	34	43	341	1,179	1,228	5,291
Preston	446	512	921	498	553	1,011	439	491	862	522	582	1,072
Southampton	1,168	1,209	3,843	2,581	2,503	5,045	2,315	2,158	4,365	2,613	2,478	5,903
Sunderland	89	87	78	610	660	640	482	513	476	575	589	560
Swansea	77	97	173	798	835	1,799	529	565	1,410	622	666	1,606
Tyne Ports	274	280	69	1,427	1,534	977	683	945	772	1,220	1,415	1,017
Ardrossan	370	532	656	404	565	763	237	380	728	325	532	883
Glasgow	608	238	350	942	487	548	322	144	280	625	320	501
Greenock	503	745	1,148	534	902	1,283	507	688	1,051	570	911	1,308
Stranraer	524	600	468	531	606	473	523	600	465	530	607	473
Belfast	2,626	2,781	3,349	2,770	2,928	3,606	2,362	2,221	2,559	2,954	2,877	3,762
Other ports	4,775	4,630	11,002	7,709	7,706	17,562	3,522	3,698	6,831	7,226	7,299	17,107
TOTAL	19,444	19,694	32,106	33,340	33,481	57,963	18,446	18,535	30,036	32,641	32,539	38,491

Table 5. Shipping movements in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000net tons	Foreign '000 net tons
With cargo: Month of May, 1967	5,941	3,583	2,916	667	5,618	3,453	2,761	692
Month of May, 1968	6,576	3,650	3,106	544	6,347	3,564	2,970	594
Five months ending May, 1967	27,247	16,504	12,990	3,514	25,971	15,944	12,393	3,551
Five months ending May, 1968	27,990	16,557	13,743	2,814	27,069	16,178	13,383	2,795
In ballast: Month of May, 1967	5,709	2,957	2,289	668	5,858	2,948	2,341	608
Month of May, 1968	5,418	2,893	2,275	618	5,769	2,815	2,329	486
Five months ending May, 1967	25,124	13,735	10,385	3,350	25,835	13,403	10,303	3,100
Five months ending May, 1968	25,518	13,619	10,664	2,955	26,965	13,081	10,549	2,532
Coasting Trade – United Kingdom								
With cargo: Month of May ,1967	6,854	4,264	3,491	773	6,276	3,984	3,207	777
Month of May, 1968	7,422	4,331	3,721	610	6,957	3,978	3,353	625
Five months ending May, 1967	31,182	19,444	15,486	3,958	28,891	18,446	14,383	4,064
Five months ending May, 1968	32,106	19,694	16,527	3,167	30,036	18,535	15,507	3,028
In ballast: Month of May, 1967	5,772	2,973	2,303	670	6,184	3,104	2,476	629
Month of May, 1968	5,467	2,906	2,284	622	5,902	2,979	2,455	524
Five months ending May, 1967	25,465	13,896	10,510	3,386	27,422	14,195	10,958	3,237
Five months ending May, 1968	25,857	13,787	10,801	2,986	28,455	14,004	11,286	2,718

(a) Commonwealth and Irish Republic.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, September 27, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 38:					
Switch on at Seven	Br/E 33536	9	September 23	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
It's Odds on the Fish	Br/E 33537	9	September 23	" "	" "
Pathe Pictorial Series 716/728:					
Pathe Pictorial No. 719	Br/E 33540	8	September 25	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 720	Br/E 33541	8	September 25	" "	" "
Decline and Fall . . . of a Birdwatcher!	Br/E 33542	113	September 25	Twentieth Century-Fox Film Co. Ltd.	Ivan Foxwell Enterprises Ltd.
The Revolution	Br/E 33543	7	September 25	Richard Taylor Cartoon Films Ltd.	Richard Taylor Cartoon Films Ltd.
A Twist of Sand	Br/E 33545	91	September 27	United Artists Corp. Ltd.	Christina Films Ltd.
Salt and Pepper	Br/E 33546	101	September 27	" "	Chris-Mark Productions Ltd.
Movietone News 2050	Br/E 33355	8	September 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2050A	Br/E 33356	8	September 27	" "	" "
Pathe News 68-77	Br/E 33407	7	September 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-78	Br/E 33408	7	September 27	" "	" "
FOREIGN					
Assassination	F 33538	84	September 23	Butcher's Film Distributors Ltd.	Cinegai and Jolly Film, Rome.
Bandidos	F 33539	94	September 23	" "	Epic Film S.r.l., Rome.
The Sweet Body of Deborah	F 33544	95	September 27	Eagle Films Ltd.	Zenith Cinematografica and Flora Film, Rome and Lux C.C.F., Paris.

Industry's capital expenditure in the second quarter of 1968

REVISED ESTIMATES of industry's capital expenditure in the second quarter of 1968 (£569 million, at 1958 prices, seasonally adjusted) show a 4 per cent fall from the volume of investment in the first quarter. For manufacturing industry investment was almost unchanged from its level in the first quarter but distributive, service, and shipping industries recorded lower capital expenditure.

Manufacturing industry

Investment in manufacturing industry remained at about the level of the first quarter, after some running down in previous quarters. There was an increase in expenditure on new building work, which had previously been falling for about three years; but this increase was almost balanced by lower expenditure on plant, machinery and vehicles.

Investment was higher than in the first quarter in the food, drink and tobacco industries, mineral oil refining, chemicals, and miscellaneous manufacturing industries; in the vehicles industry it was little changed but elsewhere there were falls in investment. In the first half of 1968, investment was noticeably low in the engineering, vehicles, and paper, printing and publishing industries.

Distributive and service industries

Revised estimates for the second quarter show that investment was lower for each of the main industry groups, but for the first half of the year the figures remained at or above the rate in 1967. Expenditure on each asset was lower in the second quarter of 1968 than in the first.

As shown at the provisional stage, shipping companies' investment was well below the first quarter level, but sharp rises and falls are a common feature of this quarterly series.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted

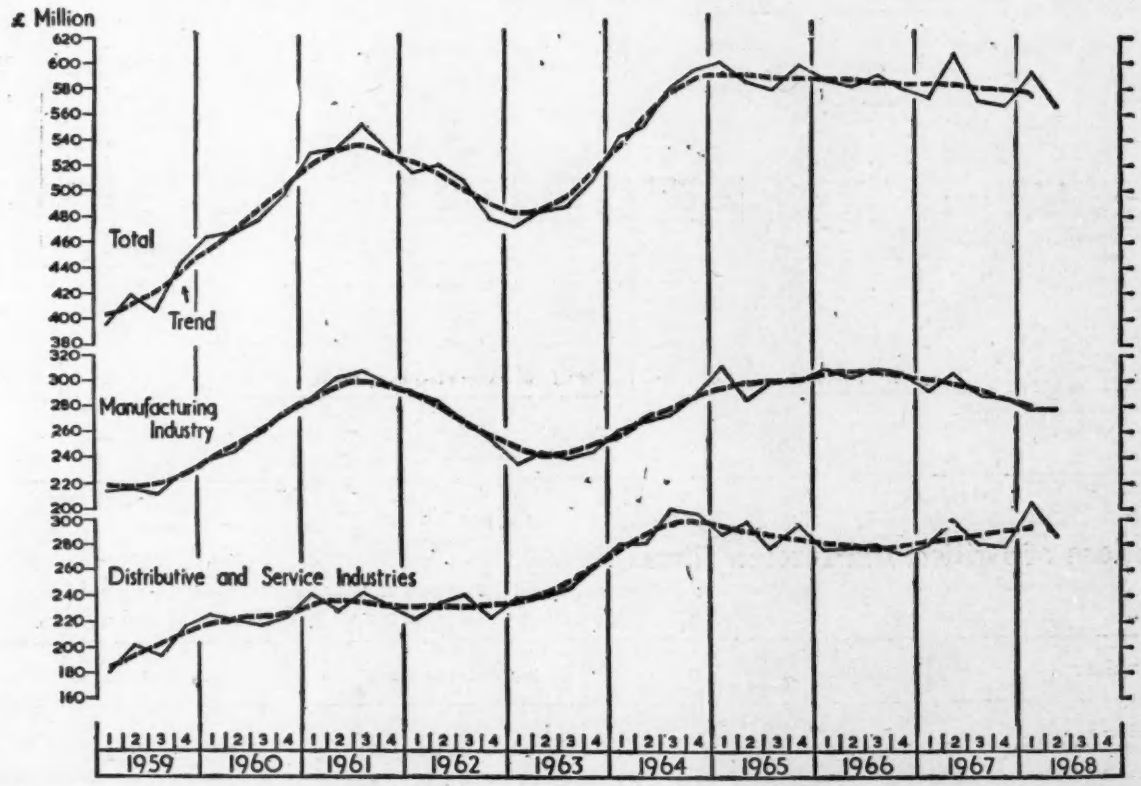

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Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

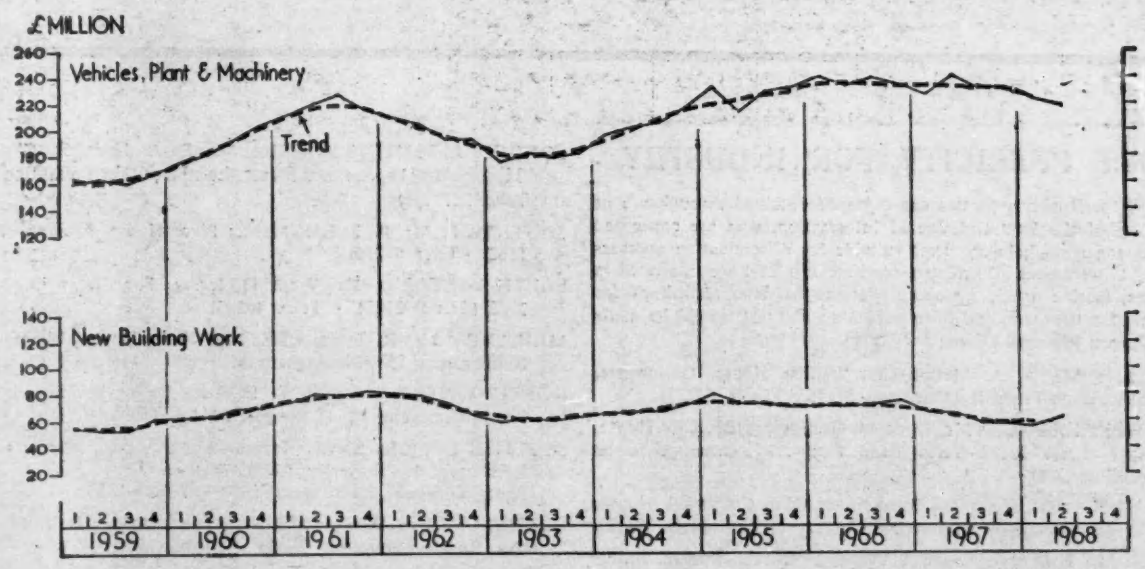
£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing industries (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry		New building work	Vehicles	Plant and machinery
1958	922	541	147	1,610	451	360	799
1959	871	631	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	105	2,021	645	386	990
1963	964	902	85	1,951	602	418	933
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,060	101	2,364	702	507	1,155
1966	1,233	1,010	98	2,341	665	505	1,172
1967	1,176	1,010	132	2,318	620	539	1,159
1962 1st quarter	291	198	26	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	235	215	23	473	148	97	228
2nd quarter	244	221	18	483	151	100	233
3rd quarter	240	225	22	487	149	105	234
4th quarter	245	241	22	508	154	116	238
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	272	17	601	186	120	295
2nd quarter	287	265	33	585	176	134	277
3rd quarter	302	255	23	580	171	121	289
4th quarter	302	268	28	598	168	133	296
1966 1st quarter	310	254	23	587	168	124	295
2nd quarter	304	255	23	582	164	128	291
3rd quarter	311	252	28	591	165	130	295
4th quarter	307	249	24	580	168	122	290
1967 1st quarter	293	247	33	573	157	129	287
2nd quarter	307	259	41	607	160	145	302
3rd quarter	289	257	25	571	149	131	291
4th quarter	287	248	32	567	153	134	281
1968 1st quarter	279	265	49	593	147	157	289
2nd quarter	280	255	34	569	151	135	283

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 57 per cent of total capital expenditure in 1966. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (c)



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INDUSTRY'S CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food drink and tobacco	Mineral oil refining	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	151·3	45·7	212·3	97·8	279·7	103·7	118·9	80·0	143·2	1,232·6	286·6	95·5	850·5
1967	178·2	74·7	173·5	85·1	263·4	107·8	96·9	73·1	123·0	1,175·7	245·7	101·4	828·6
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	39·1	8·8	56·4	24·0	68·7	27·5	29·6	19·0	37·1	310·2	70·6	24·5	215·1
2nd quarter	37·0	10·4	50·6	23·8	71·3	25·5	31·9	19·1	34·7	304·3	69·9	24·8	209·6
3rd quarter	37·4	13·6	52·1	24·7	70·8	25·2	29·2	19·8	38·0	310·8	72·3	23·9	214·6
4th quarter	37·8	12·9	53·2	25·3	68·9	25·5	28·2	22·1	33·4	307·3	73·8	22·3	211·2
1967 1st quarter	43·0	14·0	42·9	24·6	66·2	26·1	26·7	18·0	31·5	293·0	65·6	22·7	204·7
2nd quarter	44·9	18·4	50·2	22·4	69·7	28·2	24·0	18·9	29·8	306·5	65·4	24·6	216·5
3rd quarter	44·9	21·1	37·8	20·8	65·4	26·7	22·6	19·6	30·5	289·4	57·6	27·1	204·7
4th quarter	45·4	21·2	42·6	17·3	62·1	26·8	23·6	16·6	31·2	286·8	57·1	27·0	202·7
1968 1st quarter	41·5	16·0	41·7	23·1	63·7	21·1	27·1	16·8	27·7	278·7	55·0	27·5	196·2
2nd quarter	46·7	19·1	44·8	18·5	59·8	21·8	22·7	14·8	32·1	280·3	61·1	25·1	194·1

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Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total	New Building Work	Vehicles	Plant and Machinery
	Standard Industrial Classification Headings						
	810, 831, 832	820	XVIII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI, Part of XXII and XXIII			
1958	73	130	338	541	203	161	177
1959	92	163	376	631	235	186	210
1960	100	175	457	732	284	224	226
1961	105	195	522	822	330	237	255
1962	104	187	528	819	346	221	252
1963	113	204	585	902	356	257	289
1964	132	232	682	1,046	400	307	340
1965	131	215	714	1,060	402	311	347
1966	119	189	702	1,010	375	315	321
1967	134	192	684	1,010	371	309	330
1962 1st quarter	22	52	124	198	85	53	61
2nd quarter	24	48	130	202	85	53	64
3rd quarter	30	46	142	218	95	59	64
4th quarter	28	41	132	201	80	57	63
1963 1st quarter	27	52	136	215	89	58	68
2nd quarter	28	47	146	221	88	63	69
3rd quarter	29	51	145	225	87	63	75
4th quarter	29	54	158	241	91	73	77
1964 1st quarter	31	57	164	252	92	75	85
2nd quarter	32	60	161	253	96	74	83
3rd quarter	32	58	180	270	105	80	85
4th quarter	37	57	177	271	106	78	87
1965 1st quarter	36	56	181	272	103	81	87
2nd quarter	32	54	179	265	102	77	86
3rd quarter	33	53	169	255	98	75	83
4th quarter	31	52	185	268	98	79	91
1966 1st quarter	30	50	175	254	96	77	80
2nd quarter	32	46	177	255	93	80	82
3rd quarter	30	46	177	252	92	80	80
4th quarter	28	47	173	249	93	78	79
1967 1st quarter	32	48	168	247	91	74	82
2nd quarter	34	46	178	259	94	80	85
3rd quarter	34	47	175	257	91	79	86
4th quarter	33	51	163	248	95	76	78
1968 1st quarter	37	52	178	265	92	81	90
2nd quarter	32	47	176	255	89	77	89

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing industry (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry	Total
1958	922	541	147	1,610
1959	867	621	161	1,649
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,044	936	84	2,064
1964	1,216	1,107	123	2,446
1965	1,401	1,156	100	2,657
1966	1,495	1,126	99	2,720
1967	1,430	1,136	133	2,699
1962 1st quarter	286	199	25	510
2nd quarter	294	207	31	532
3rd quarter	290	219	22	531
4th quarter	298	219	29	546
1963 1st quarter	237	219	22	478
2nd quarter	260	226	15	501
3rd quarter	261	227	22	510
4th quarter	286	264	25	575
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quarter	303	277	33	613
4th quarter	350	306	42	698
1965 1st quarter	333	290	15	638
2nd quarter	329	284	30	643
3rd quarter	352	269	21	642
4th quarter	387	313	35	735
1966 1st quarter	355	281	21	657
2nd quarter	355	280	22	657
3rd quarter	375	269	26	670
4th quarter	410	297	30	737
1967 1st quarter	345	277	29	651
2nd quarter	360	286	41	687
3rd quarter	346	276	23	645
4th quarter	379	297	40	716
1968 1st quarter	333	303	43	679
2nd quarter	343	294	35	672

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communications) excluding 701 – Railways, 705 – Port and Inland Water transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

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Industry's stocks in the second quarter of 1968

REVISED FIGURES for industry's stocks and work in progress show an increase during the second quarter of £55 million, at 1958 prices seasonally adjusted. Of this, £43 million was due to the increase in stocks held by manufacturers and £12 million to the increase in those held by wholesalers. There was no change in the level of retailers' stocks.

Manufacturing industry

Almost all of the increase in manufacturers' stocks was accounted for by the increase in the stocks of finished goods. The revised figure for stocks of materials and fuel showed a smaller rise than that estimated provisionally while work in progress showed a fall in place of the previous rise. The reduced estimate for work in progress was accounted for by a small number of late returns made by firms which had completed substantial contracts during the second quarter.

The overall rise in stocks concealed falls in the engineering industries and in the food, drink and tobacco industries. The remaining industry groups showed increases in stocks, the most substantial occurring in the chemical industry.

The stocks output ratio showed little change from the previous quarter (see Table 5).

Distribution

Increases in the level of wholesalers' stocks occurred in each of the industry groups for which figures are shown. The level of retailers' stocks after showing a significant rise in the first quarter of the year has remained unchanged over the second quarter.

Reference has been made in previous articles on stocks to the difficulty of determining the appropriate prices to use for revaluing the book values of stocks reported by businesses in recent quarters, following the large price movements associated with devaluation. In the light of continuing consultations with firms, some amendments have been made to the prices used in revaluing stocks for both the first and second quarters of 1968. This has accounted for part of the revision to the provisional figures for the second quarter; but it has also resulted in revised figures for the first quarter, indicating a smaller reduction in stocks in that quarter than was previously estimated.

Changes in industry's stocks at 1958 prices seasonally adjusted

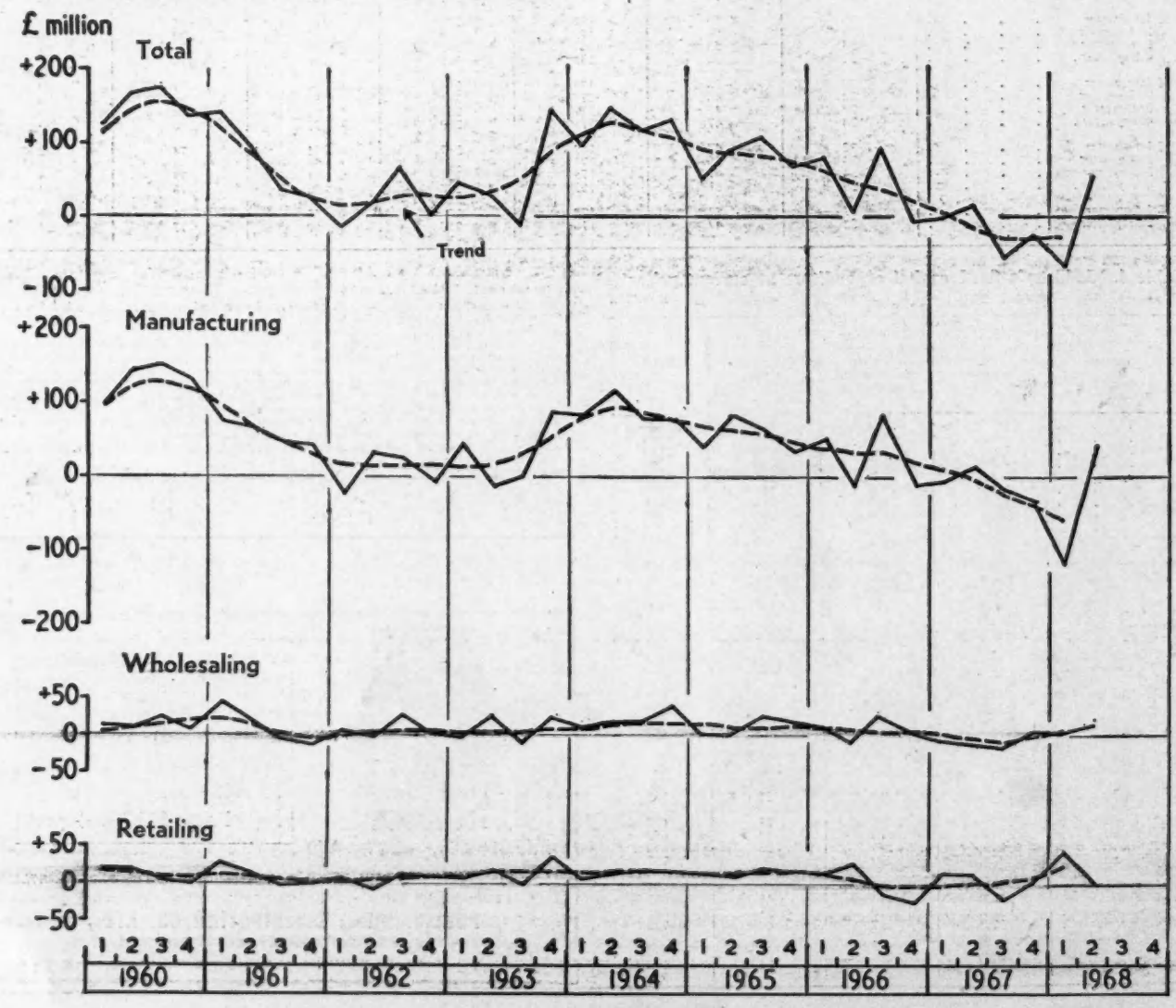

Table 1. Changes in industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1967	6,475	1,065	1,192	8,733
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+21	+14	+ 57
1963	+113	+29	+55	+196
1964	+354	+79	+47	+479
1965	+217	+42	+43	+302
1966	+129	+30	+ 6	+164
1967	— 47	—30	+10	— 67
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+166
3rd quarter	+148	+23	+ 2	+174
4th quarter	+130	+ 6	— 1	+135
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 40	—15	— 2	+ 23
1962 1st quarter	— 24	+ 2	+ 5	— 16
2nd quarter	+ 29	— 6	—10	+ 13
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	— 1	+ 8	— 2
1963 1st quarter	+ 43	— 4	+ 3	+ 42
2nd quarter	— 14	+22	+18	+ 26
3rd quarter	N/C	+11	— 1	— 12
4th quarter	+ 84	+22	+35	+140
1964 1st quarter	+ 80	+ 9	+ 3	+ 92
2nd quarter	+118	+14	+12	+144
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 78	+37	+15	+130
1965 1st quarter	+ 39	N/C	+ 9	+ 48
2nd quarter	+ 82	N/C	+ 3	+ 85
3rd quarter	+ 61	+26	+17	+105
4th quarter	+ 35	+17	+14	+ 66
1966 1st quarter	+ 50	+10	+19	+ 79
2nd quarter	— 11	—10	+26	+ 4
3rd quarter	+ 80	+25	—15	+ 90
4th quarter	+ 11	+ 4	—24	— 9
1967 1st quarter	— 8	— 7	+14	— 2
2nd quarter	+ 12	—11	+14	+ 15
3rd quarter	— 18	—16	—20	— 55
4th quarter	— 32	+ 5	+ 2	— 25
1968 1st quarter	—116	+ 3	+46	— 67
2nd quarter	+ 43	+12	N/C	+ 55

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a], [b], [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP: Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries	ANALYSIS BY TYPE OF ASSET: Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1967	875	582	463	3,226	660	670	6,475	2,257	2,417	1,801
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 7	+24	—15	+ 70	+17	+27	+129	— 18	+ 26	+120
1967	+18	— 1	—28	+ 2	—26	—11	— 47	— 29	+ 5	— 22
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 40	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+10	+ 7	— 4	+ 24	+ 4	+ 9	+ 50	— 1	+ 15	+ 36
2nd quarter	+ 2	+ 8	—21	— 9	+ 3	+ 6	— 11	— 23	+ 3	+ 9
3rd quarter	— 9	+ 4	+21	+ 46	+ 8	+ 9	+ 80	+ 25	+ 8	+ 46
4th quarter	+ 4	+ 5	—11	+ 8	+ 2	+ 4	+ 11	— 19	N/C	+ 30
1967 1st quarter	+ 6	+ 1	— 7	+ 1	—10	+ 1	— 8	— 4	+ 6	— 10
2nd quarter	+ 1	—16	— 3	+ 37	— 4	— 2	+ 12	— 13	+ 1	+ 24
3rd quarter	+14	+23	—10	— 41	+ 7	—10	— 18	— 8	— 3	— 7
4th quarter	— 3	— 8	— 8	+ 5	—18	+ 1	— 32	— 4	+ 1	— 29
1968 1st quarter	+16	—22	— 3	— 79	—15	—13	—116	— 26	— 7	— 83
2nd quarter	— 8	+28	+ 9	— 10	+ 9	+14	+ 43	+ 7	— 5	+ 40

(Continued on next page)

INDUSTRY'S STOCKS, *continued*

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers (a) (f)

£ million

Period	SIC MLH 810 General wholesale distributors	SIC MLH 831 Dealers in coal, builders' materials, etc.	SIC MLH 832 Dealers in industrial materials and machinery	Total wholesale
Level of stocks at December 31, 1967	675	100	290	1,065
1960	+26	+ 4	+18	+48
1961	+26	N/C	+10	+36
1962	+ 4	+ 4	+14	+21
1963	+13	+ 4	+11	+29
1964	+38	+12	+29	+79
1965	+17	+ 5	+21	+42
1966	+22	N/C	+ 8	+30
1967	−19	− 6	− 5	−30
1968				
1960 1st quarter	+10	− 1	+ 3	+11
2nd quarter	+ 8	+ 2	− 2	+ 8
3rd quarter	+17	+ 2	+ 4	+23
4th quarter	− 9	+ 2	+13	+ 6
1961 1st quarter	+37	N/C	+ 6	+43
2nd quarter	+ 8	+ 3	+ 7	+17
3rd quarter	− 1	− 1	− 6	− 9
4th quarter	−17	− 1	+ 3	−15
1962 1st quarter	− 1	N/C	+ 3	+ 2
2nd quarter	−13	+ 2	+ 5	+ 6
3rd quarter	+17	N/C	+10	+26
4th quarter	+ 1	+ 2	− 4	− 1
1963 1st quarter	− 3	+ 2	− 4	− 4
2nd quarter	+11	+ 3	+ 8	+22
3rd quarter	−15	− 5	+ 9	−11
4th quarter	+19	+ 4	− 1	+22
1964 1st quarter	N/C	+ 4	+ 5	+ 9
2nd quarter	+ 4	+ 1	+ 9	+14
3rd quarter	+ 4	+ 6	+ 9	+19
4th quarter	+30	+ 1	+ 6	+37
1965 1st quarter	− 5	N/C	+ 4	N/C
2nd quarter	− 2	− 1	+ 3	N/C
3rd quarter	+16	+ 1	+10	+26
4th quarter	+ 8	+ 5	+ 4	+17
1966 1st quarter	+ 9	+ 4	− 2	+10
2nd quarter	−10	N/C	− 1	−10
3rd quarter	+23	− 4	+ 7	+25
4th quarter	N/C	N/C	+ 4	+ 4
1967 1st quarter	−15	+ 1	+ 7	− 7
2nd quarter	− 1	− 6	− 4	−11
3rd quarter	−12	− 1	− 4	−16
4th quarter	+ 9	N/C	− 4	+ 5
1968 1st quarter	+ 6	+ 3	− 6	+ 3
2nd quarter	+ 5	+ 3	+ 4	+12

Table 4. Changes in the value of stocks (at book values) held by manufacturers and distributors (a)

£ million

Period	Manufacturing (b)	Wholesaling (c)	Retailing (d)	Total (e)
Level of stocks at December 31, 1967	17,783	1,250	1,383	10,416
1960	+591	+ 56	+ 44	+690
1961	+312	+ 43	+ 61	+416
1962	+ 78	+ 32	+ 45	+155
1963	+250	+ 48	+ 63	+360
1964	+593	+133	+ 90	+815
1965	+489	+ 74	+ 66	+628
1966	+365	+ 48	+ 44	+458
1967	+ 58	− 2	+ 21	+ 77
1968				
1960 1st quarter	+124	+ 7	+ 68	+199
2nd quarter	+178	+ 18	+ 15	+211
3rd quarter	+127	+ 53	− 19	+161
4th quarter	+161	− 22	− 20	+119
1961 1st quarter	+110	+ 45	+ 69	+224
2nd quarter	+102	+ 19	+ 36	+157
3rd quarter	+ 46	+ 15	− 10	+ 52
4th quarter	+ 54	− 36	− 34	− 17
1962 1st quarter	+ 9	+ 7	+ 60	+ 76
2nd quarter	+ 28	+ 4	− 1	+ 32
3rd quarter	+ 12	+ 40	− 1	+ 51
4th quarter	+ 29	− 19	− 13	− 3
1963 1st quarter	+ 69	− 6	+ 56	+119
2nd quarter	+ 4	+ 23	− 6	+ 20
3rd quarter	+ 16	+ 23	− 13	+ 27
4th quarter	+161	+ 8	− 26	+195
1964 1st quarter	+138	+ 15	+ 55	+208
2nd quarter	+185	+ 32	+ 13	+230
3rd quarter	+116	+ 65	+ 7	+187
4th quarter	+154	+ 21	+ 15	+191
1965 1st quarter	+124	+ 2	+ 69	+195
2nd quarter	+153	+ 14	− 5	+162
3rd quarter	+108	+ 62	+ 2	+172
4th quarter	+104	− 4	N/C	+ 99
1966 1st quarter	+162	+ 7	+ 81	+250
2nd quarter	+138	+ 10	+ 25	+173
3rd quarter	+ 69	+ 51	− 23	+ 97
4th quarter	− 4	− 20	− 39	− 62
1967 1st quarter	− 14	− 21	+ 66	+ 32
2nd quarter	+ 21	− 9	+ 7	+ 19
3rd quarter	+ 12	+ 14	− 41	− 15
4th quarter	+ 39	+ 14	− 11	+ 42
1968 1st quarter	+ 43	+ 17	+114	+174
2nd quarter	+131	+ 27	+ 29	+187

Notes relating to Tables 1-4:
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) Minimum List Headings 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(*Continued on page* 913)

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Export Intelligence HQ situated in Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757) in the heart of the City of London. From 'Call Export Intelligence'.

Three Board of Trade films for exporters

The Board of Trade has recently produced three 16 mm. films in colour which show British firms how they can break into overseas markets by using the wide range of export services provided by the Government.

Each of the films, made for the Board of Trade by the Central Office of Information, shows in some detail the different aspects of the export services provided by the Board, and, with the co-operation of British industry, gives examples of their successful use by British firms.

For audiences viewing the films, the Board of Trade has prepared special leaflets which not only explain how the Board can assist British firms, but also give contact points within the Board. These leaflets are provided free of charge in the numbers required by borrowers and can be obtained from the Board of Trade (Room 707), 1 Victoria Street, London, S.W.1.

The films may be obtained on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. 01-743 5555).

A short description of each of the films is given on the following pages. Regular reports of overseas trade and promotions, together with forward programmes of these events throughout the world, are given in the *Board of Trade Journal.*

Members of the 'on-the-spot' team make final preparations for British Week in Lyons. From 'Shop Windows for Exports'.

Shop-window display during British Week in Brussels. A still from 'The Friendly Invasion'.

'Call Export Intelligence–at the Board of Trade'

THIS 30-minute film in colour describes the Government's services for exporters. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas.

The Board's export services can be likened to a tree. Its London headquarters is the trunk, fed with information by the 200 overseas Commercial Departments which is then relayed directly to British industry or through the Board's export officers in its 10 Regional Offices in the United Kingdom.

The film shows British manufacturers how they can best use these export services. It does this by taking six individual problems posed by leading British firms and shows how the answer is arrived at in each. The problems range from finding and exploiting suitable markets for firms' products, to import and tariff regulations and status reports on foreign buyers.

The film examines the work of the overseas Commercial Departments and brings out the fact that although commercial intelligence can be obtained from other sources, the service provided by the Commercial Departments of our Embassies, High Commissions and Consulates overseas is exclusive and personal and one which is entirely confidential.

While the Board of Trade's Export Services do not pretend to be able to tell British industry what to do, they can provide a great deal of invaluable information to assist those British firms who are resolute in their determination to increase their share of export markets.

For help with your export problems: Call Export Intelligence at the Board of Trade (HQ) 01-248 9633 or your nearest Board of Trade Regional Office (see page 813 of September 27 issue for list of addresses).

Scenes from 'Call Export Intelligence' prepared for the Board of Trade by the Central Office of Information and produced by Samaritan Films Ltd. Top: Mr. Harry Birtles, CBE, Director of the Board of Trade's Export Services Branch at Hillgate House in London. Centre: A businessman calls for advice at the British Embassy in Copenhagen. Bottom: Miss Claire Brisley, at Export Services Branch explains how status reports on 100,000 foreign firms are kept up to date and can be made available to British exporters. Below: The Board of Trade's Statistics and Market Intelligence Library at Hillgate House is the most up to date and comprehensive of its kind in the United Kingdom and one of the largest in the world.

'Shop Windows for Exports'

THE FILM 'Shop Windows for Exports' describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'shop windows' abroad which are best suited for his product.

Overseas trade fairs

The biggest shop window of all is a trade fair which is the traditional international market place of commerce. Here, exhibitors can confidently expect to meet specialist trade buyers from all over the world, find agents, see competitors' products and study design.

At the more important trade fairs throughout the world an official information stand is installed by the Board of Trade and manned by Commercial Diplomatic Officers of the Overseas Posts. Under the 'joint venture scheme', the Board of Trade, in co-operation with the trade association or other appropriate non-profit-making body, organizes displays by groups of firms at overseas trade fairs. The scheme offers free space and a shell stand for each firm taking part, a substantial contribution towards travel and translation costs and in some cases financial help in returning unsold goods to the United Kingdom.

For further details of how your firm can participate in the joint venture scheme, contact:

Overseas Trade Fairs Directorate, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 2780).

British Weeks

British Weeks differ from trade fairs in that their primary aim is to sell British consumer goods direct to customers in their own shops and stores. The major British Week has evolved in little over four years from the more familiar department store promotion to a great sales effort in which the products of hundreds of British firms are offered to the public from every suitable shop in the chosen city.

For details of forthcoming British Weeks and how your firm can take part, contact:

British Weeks Directorate, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2895).

Store promotions

The third kind of selling event abroad which is supported by the Board of Trade is a promotion initiated and organized by a department store or by a chain of stores as a commercial operation. The Board provides display material and special features to give the store a British atmosphere. The Board does not make cash payments to stores but meets the cost of specific items and secures special features at the store's expense. This contribution is related to the volume of special buying of British goods.

For details of forthcoming store promotions, contact:

Store Promotions Directorate, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2895).

Shots from 'Shop Windows for Exports' prepared for the Board of Trade by the Central Office of Information and produced by Samaritan Films Ltd. featured interviews with businessmen who spoke of the advantages of participating in British Weeks and overseas trade fairs (left to right at top: Mr. Anthony Hall, export manager of Guildway Ltd., Mr. John Haynes, publicity director for K and L Steelfounders Ltd., Mr. Barry Ercolani, director of Ercol Ltd.). Centre picture shows the Duke and Duchess of Kent admiring Scottish goods during British Week in Lyons. Bottom: A scene at the Vienna Trade Fair.

'The Friendly Invasion'

A still from 'The Friendly Invasion' showing street decorations during British Week in Toronto. The film, prepared for the Board of Trade by the Central Office of Information and produced by Chapman Raper and Associates Ltd., presents lively impressions of two British Weeks in 1967, in Toronto and Brussels.

THE FILM 'The Friendly Invasion' describes two major British Weeks held in Europe (Brussels) and North America (Toronto) during the autumn of 1967. It shows how hundreds of British firms took advantage of the unique opportunity presented to industry by these important consumer goods export promotions.

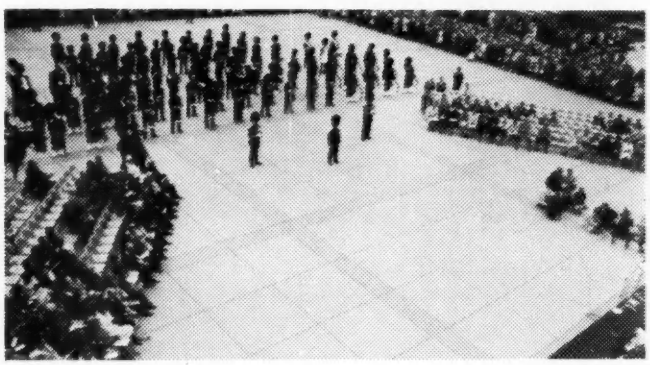
British Weeks are complex operations in which the Board of Trade and the British National Export Council work in close collaboration. Thus while the BNEC area committee mobilizes the support of British industry, the Board of Trade, in conjunction with the British post overseas, makes the arrangements necessary for staging a major British Week or supporting minor Weeks.

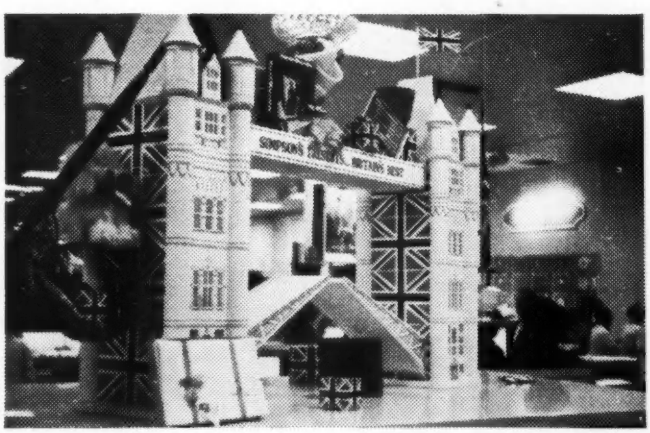
Some 18 months before the event, an office is set up by the Board of Trade in the chosen city. Staff from this office visit all shops within the 'target area'. They encourage through agents, wholesalers, etc., the maximum stocking of British goods to meet the greatly increased demand during and after the Week. Thousands of items of display material are made available free of charge by the Board of Trade for use by local retailers and street associations. Inward and outward trade missions are arranged in conjunction with the BNEC Area Committee and displays of commodities are organized about six months before the opening of the Week.

A British Week is a bold and imaginative venture in which the basic commercial promotion is backed by all kinds of supporting events which surround the shoppers with an inescapably British atmosphere. The immense goodwill and enthusiasm which the Weeks arouse owe much to these events.

For details of forthcoming British Weeks and how your firm can take part, contact:

British Weeks Directorate, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2895).





More scenes from 'The Friendly Invasion'. Top left: shows a highly popular fashion show during British Week in Brussels. Top right: the opening ceremony of British Week in Toronto. Lower pictures show (left) a display in a famous Toronto store and (right): Uniformed interpreters at Brussels who ensured that exhibitors and customers to the British Week had no language problems.

Table 5. The relationship of manufacturers' stocks to manufacturing production

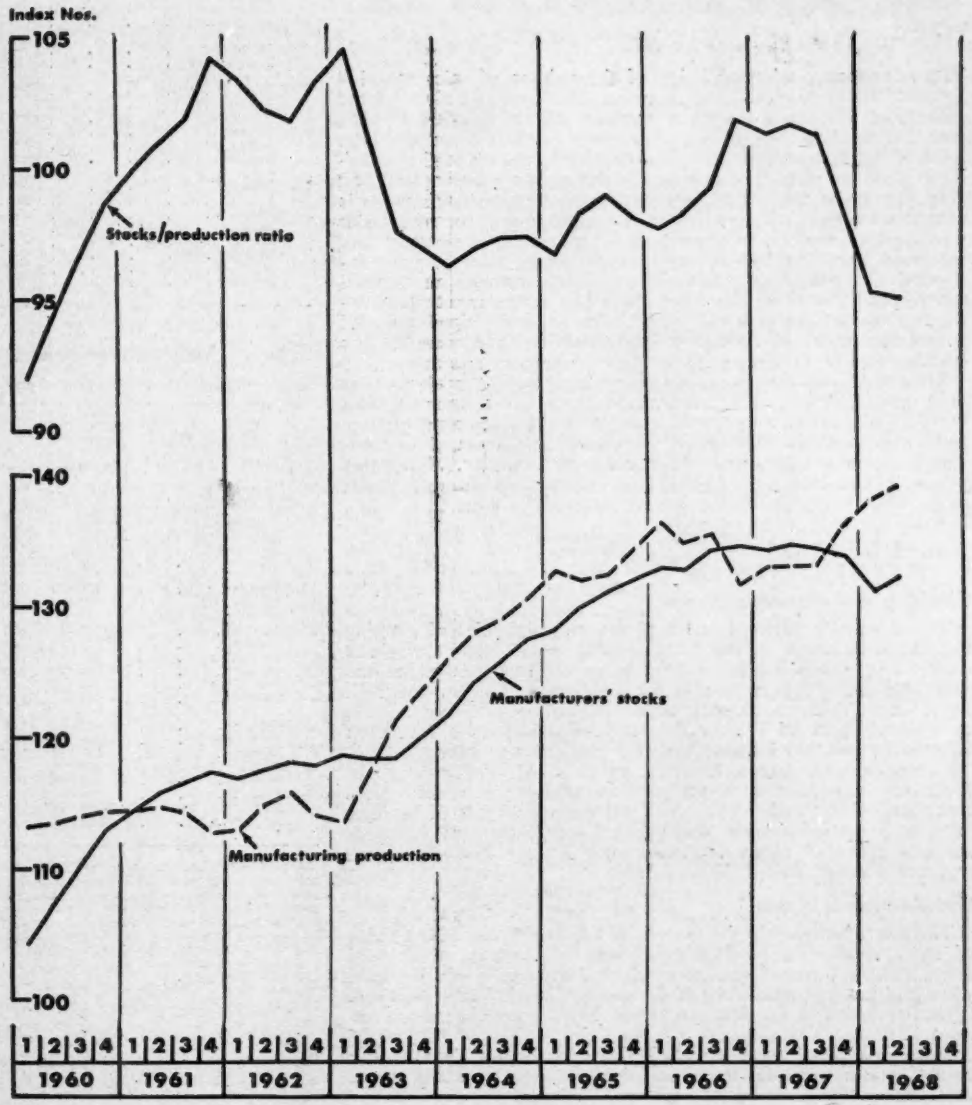
Period (quarters)		Index numbers 4th quarter 1957 = 100 Seasonally adjusted		
		Stock levels (at 1958 prices) (1)	Production (with 1958 net output weight) (1) & (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·8
	2	133	135	98·4
	3	135	135	99·3
	4	135	132	102·0
1967	1	135	133	101·4
	2	135	133	101·7
	3	134	133	101·4
	4	134	136	98·6
1968	1	131	138	95·4
	2	132	139	95·1

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 38*s.* 6*d.*)

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Retail sales in August

THE SEASONALLY adjusted index of the volume of sales was 104 (1966=100) in August. In the four months April to July 1968 the index had fluctuated around a level of 102 (it was 100 in May and 103 in June), suggesting that since the fall from the high level of the first quarter there had been little change in the underlying trend of sales. The rise of 2 index points between July and August may be another of the large swings to which this series is sometimes subject. August is usually a quiet month for retail sales and special factors this year, the unseasonable weather and increased spending by overseas visitors, may have had an influence. On the other hand the rise may indicate an upward movement away from the level prevailing in the months following the Budget. Because of uncertainties as to the significance of month-to-month movements it will need at least one further month's figures to distinguish between these two alternatives.

Most kinds of business contributed to the high level of sales in August. The seasonally adjusted index of the volume of sales of food shops was about half a point above its second quarter level while for non-food shops the August index was 106, compared with 103 in July and 102 in the second quarter. Within this group it was clothing and footwear shops and durable goods shops which experienced the largest increases in sales.

VALUE OF SALES

Clothing and footwear shops

The seasonally adjusted index of the value of sales of clothing and footwear shops in the three months ended August was 108 (1966=100), much the same level as in the first quarter of the year, and rather higher than in the intervening months. The high figure for the three months ended August owes much to the exceptional figure of 112 for August itself, which may have been affected by random influences in this particular month.

Compared with August 1967, the value of sales of clothing and footwear shops rose by 8 per cent, in a period in which prices had risen by just under 2 per cent. All the main kinds of business in this group – women's wear shops, menswear and footwear shops – recorded bigger increases since August 1967 than were reported between July 1967 and 1968.

Durable goods shops

The slight recovery in the seasonally adjusted index of the value of sales of durable goods shops noted last month, which rose from 106 in the second quarter to 110 in July, continued in August when the index reached 112. This was still much below the peak figures recorded in the first quarter of 1968, when the index averaged 124.

Sales in August were about 8 per cent higher than a year earlier; prices over the same period have risen by about 5 per cent.

The value of sales of radio and electrical goods shops showed an increase of 9 per cent compared with August 1967, against an increase of 6 per cent in the second quarter; a correspondingly higher figure was recorded for radio and television rental specialists (14 per cent in August as against 6 per cent in the second quarter). Electricity showrooms also reported very much higher increases in August compared with a year earlier, than in the second quarter. On the other hand the sales of furniture shops in August showed a 6 per cent increase above August 1967, the same rate of increase as was, on average, recorded in the previous four months.

Other non-food shops

The seasonally adjusted index of the value of sales of other

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
2nd quareter	102	101	102
1967 July	101	101	100
August	102	102	103
September	102	102	102
October	102	102	102
November	104	103	105
December	105	104	105
1968 January	104	100	108
February	105	101	110
March	107	102	112
April	102	102	103
May	100	101	100
June	103	101	104
July	102	101	103
August	104	102	106

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quartdr	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
1967 July	102	102	102	101	103	101
August	103	103	104	104	104	105
September	103	103	103	102	106	102
October	104	104	104	99	109	105
November	106	105	106	106	110	105
December	107	107	107	106	111	107
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111
March	111	106	115	109	128	113
April	107	107	108	106	105	109
May	106	106	105	101	105	108
June	108	106	109	105	106	111
July	108	106	109	106‡	110	109
August	110	108	112	112	112	114

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

(‡) Revised figures.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

August – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).
Figures for earlier periods appeared in the *Board of Trade Journals* of April 5 and August 9, 1968.

1966 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	105	+7	106	+6	111	+10	92	+1
FOOD SHOPS	107	+5	106	+4	114	+8	94	+1
Grocers	108	+5(f)	107	+4	118	+9	92	+1(f)
Butchers	100	+5	..	..	..	..	..	..
Greengrocers, fruiterers	109	Nil	110	Nil	113	+14	78	—7
Fishmongers, poulterers	95	Nil	..	..	..	..	..	
Bread and flour confectioners	112	+7(g)	112	+7	111	+7	..	
Off-licences	99	+9	97	+6	101	+11	..	
Dairymen	107	+5	..		..		103	+4
NON-FOOD SHOPS	104	+8	..		..		..	
Clothing and footwear shops	100	+8	96	+5	106	+12	78	—1
Footwear shops	96	+6	95	+5	99	+7	74	—5
Men's and boys' wear shops	103	+7	107	+7	102	+8	82	—1
Women's, girls' and infants' wear, drapery and general clothing shops	100	+9	93	+5	110	+15	78	Nil
Large (c)	—		96	+8	—		—	
Medium (c)	—		93	+6	—		—	
Small (c)	—		93	+4	—		—	
Durable goods shops	106	+8	102	+8	116	+9	89	+2
Furniture shops	100	+6	100	+6	98	+5	—	
Large (c)	—		100	+7	—		—	
Medium and small (c)	—		100	+6	—		—	
Other durable goods shops	113	+10	103	+10	122	+10	—	
Electricity showrooms	131	+18	—		131	+18	—	
Gas showrooms	109	+1	—		109	+1	—	
Radio and television rental specialists	..		..		121	+14	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	111	+9	—		—		—	
Miscellaneous non-food shops	111	+9	..		..		..	
Confectioners, tobacconists, newsagents	112	+8	112	+8	110	+9	—	
Booksellers, stationers	..		107	+12	..		—	
Chemists, photographic goods dealers (d)	119	+10	123	+7	116	+16	95	—1
Jewellers	109	+10	107	+9	116	+13	—	
Leather goods, sports goods, toys and fancy goods shops	121	+10	..		..		—	
Ironmongers and hardware shops	110	+6	109	+7	117	+2	—	
Other miscellaneous non-food shops	—		98	+6	—		—	
Department stores	94	+9	—		—		—	
Mail order businesses	91	+7	—		—		—	

*Rental specialists are no longer included in this kind of business.

non-food shops in the three months ended August was 111, the same as the index for the first quarter of 1968.

Department stores continued to record buoyant sales for this time of year, showing an increase of 9 per cent compared with August 1967. Although this rate of increase was not quite as big as that recorded for July, it is still higher than the 7 per cent increase between the second quarters of 1967 and 1968. Returns from department stores in the West End of London suggest very large increases in sales there in August, which may have been associated with heavier spending by overseas visitors.

Mail order houses recorded an increase of 7 per cent between August 1967 and 1968, not significantly different from the average increase in the previous four months.

Miscellaneous non-food shops reported a 9 per cent increase in sales in August compared with a year earlier, the same rate of increase as was recorded in the second quarter. Within the many kinds of business in this group, higher sales increases were recorded in August by booksellers and stationers and chemists and photographic dealers, and rather smaller increases by ironmongers and hardware shops, than they had experienced in the second quarter.

(Continued on next page)

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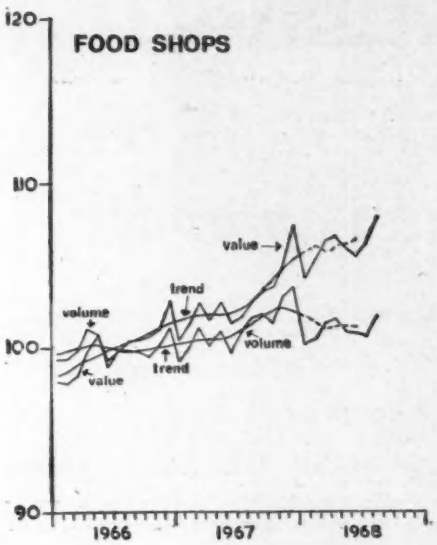
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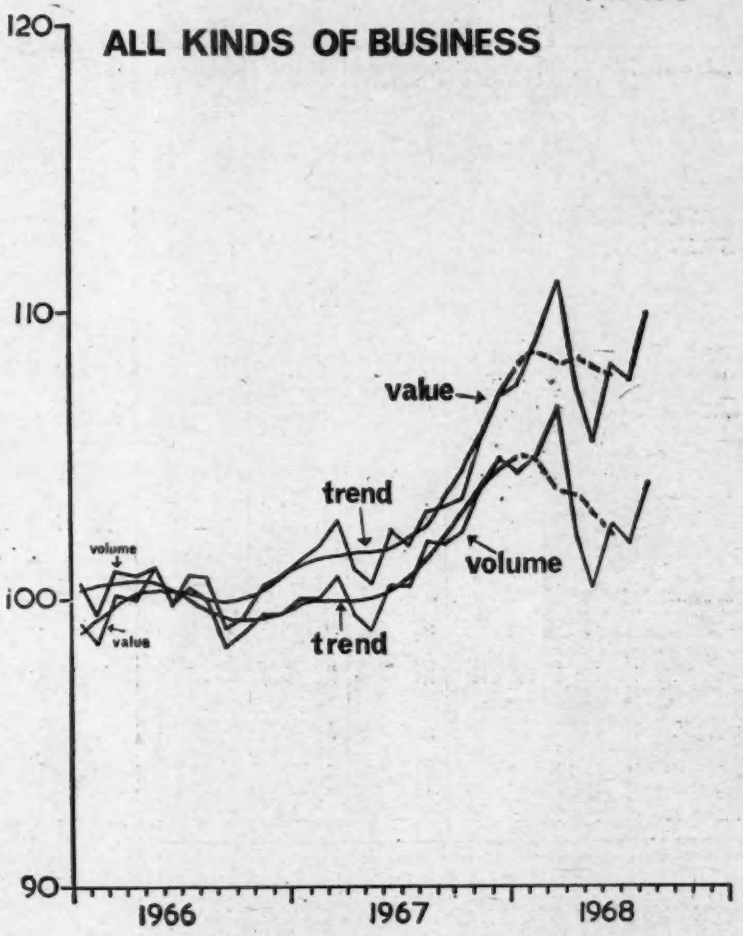
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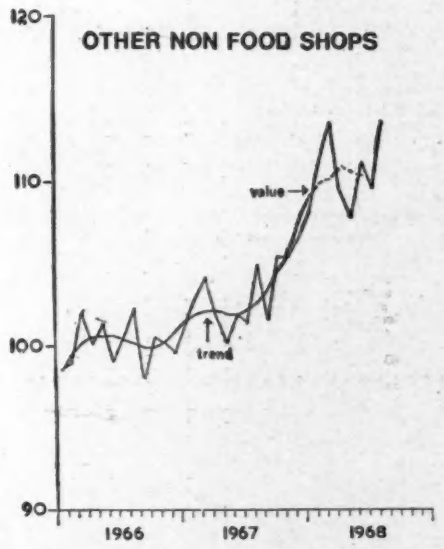
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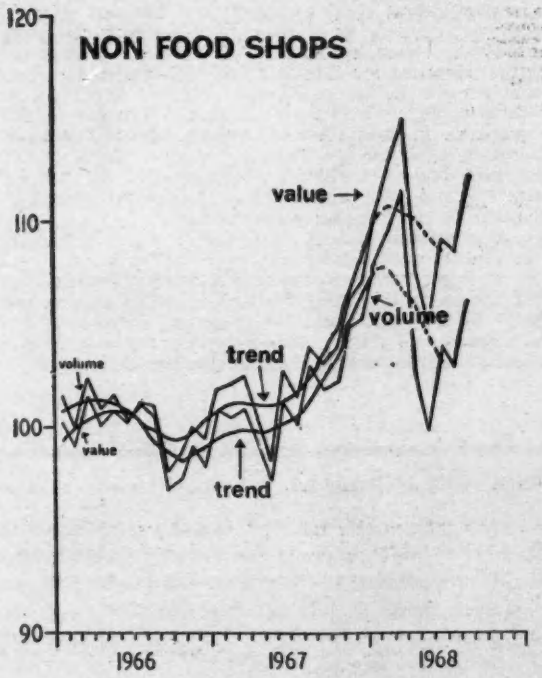
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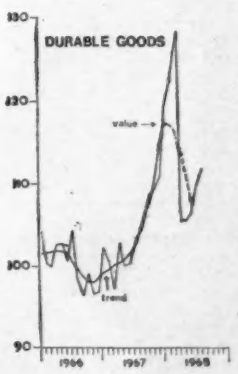
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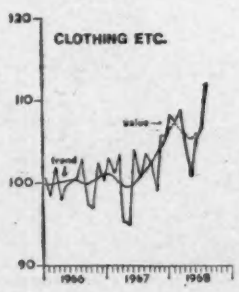
CLOTHING ETC.
value
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Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume. 1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)		Food shops (£4,952)		Non-food shops: Total (£6,420)		Clothing and footwear shops (£1,727)	Durable goods shops (£1,176)	Miscellaneous non-food shops (b) (£2,542)	Department stores (£544)	Mail order businesses (£431)
	Value	Volume*	Value	Volume*	Value	Volume*					
1967 Year	103 + 3	101 + 1	103 + 3	101 + 1	103 + 3	102 + 2	102 + 2	104 + 4	103 + 3	104 + 4	106 + 6
1966 1st quarter	92	93	96	98	88	89	83	96	88	87	88
2nd quarter	97	97	99	99	96	96	98	95	95	92	96
3rd quarter	97	97	98	98	96	96	95	97	99	95	87
4th quarter	114	113	106	106	120	118	124	112	118	125	129
1967 1st quarter	94 + 3	93 Nil	100 + 4	99 + 1	90 + 2	88 — 1	84 + 2	94 — 2	91 + 3	88 + 1	93 + 5
2nd quarter	98 + 1	97 — 1	101 + 2	99 Nil	96 Nil	95 — 2	97 — 1	94 — 1	96 + 1	93 Nil	101 + 6
3rd quarter	100 + 3	98 + 2	100 + 2	99 + 2	99 + 3	98 + 2	97 + 2	102 + 5	101 + 2	99 + 4	91 + 4
4th quarter	120 + 5	118 + 4	111 + 4	108 + 2	127 + 6	125 + 6	129 + 4	125 +12	123 + 5	135 + 8	140 + 8
1968 1st quarter	101 + 7	98 + 5	103 + 4	99 + 1	99 +10	97 + 9	89 + 6	116 +24	97 + 7	100 +14	102 +10
2nd quarter	104 + 6	99 + 2	106 + 4	100 + 1	103 + 7	98 + 3	104 + 6	99 + 5	104 + 9	99 + 7	109 + 8
1968 June	105 + 7	99 + 3	105 + 5	99 + 2	105 + 8	99 + 4	108 + 7	99 + 6	105 + 9	99 + 8	111 +14
July	107 + 6	101 + 2	105 + 4	99 Nil	108 + 7	103 + 3	106¶ + 6	110 + 7	109 + 8	123 +11	89 + 6
August	105 + 7	99 + 2	107 + 5	101 Nil	104 + 8	98 + 4	100 + 8	106 + 8	111 + 9	94 + 9	91 + 7
1968 Year to date†	+ 6	+ 3	+ 4	+ 1	+ 9	+ 5	+ 6	+13	+ 8	+10	+ 9

(ii) Analysis by kind of business: value only.

Sales in 1966 – provisional estimates (£ million)	Food shops: Grocers (f) (£2,919)	Butchers (£724)	Greengrocers, fruiterers (£312)	Fishmongers, poulterers (£82)	Bread and flour confectioners (g) (£254)	Off-licences (£217)	Dairymen (£444)	Clothing and footwear shops: Footwear shops (£268)	Men's and boys' wear shops (£362)	Women's wear shops (£1,097)
1967 Year	103 + 3	101 + 1	101 + 1	99 — 1	104 + 4	106 + 6	104 + 4	102 + 2	100 Nil	102 + 2
1966 1st quarter	96	101	92	98	97	81	99	79	87	82
2nd quarter	99	96	113	102	99	83	100	105	99	97
3rd quarter	98	96	102	97	100	87	99	97	95	95
4th quarter	106	107	93	103	104	149	102	119	119	127
1967 1st quarter	100 + 4	102 + 2	96 + 4	100 + 2	100 + 4	87 + 7	102 + 3	81 + 3	87 Nil	84 + 2
2nd quarter	101 + 2	98 + 2	111 — 2	99 — 3	103 + 3	87 + 4	105 + 5	102 — 3	97 — 3	97 Nil
3rd quarter	101 + 3	96 — 1	103 + 1	94 — 3	104 + 4	91 + 6	104 + 5	99 + 3	97 + 2	96 + 2
4th quarter	111 + 4	110 + 3	93 Nil	103 Nil	110 + 6	157 + 5	108 + 5	125 + 5	121 + 2	132 + 4
1968 1st quarter	104 + 4	106 + 3	93 — 3	99 — 1	105 + 5	97 +11	108 + 6	84 + 3	93 + 6	89 + 6
2nd quarter	107 + 5	101 + 3	107 — 3	100 + 1	111 + 8	92 + 6	107 + 2	106 + 4	102 + 5	104 + 7
1968 June	107 + 7	98 + 4	113 — 4	99 — 1	106 + 8	93 + 8	107 + 2	110 + 4	106 + 7	108 + 8
July	105 + 5	99 + 5	110 — 3	97 Nil	109 + 6	100 + 8	111 + 5	104¶ + 2¶	108 + 4	106 + 7
August	108 + 5	100 + 5	109 Nil	95 Nil	112 + 7	99 + 9	107 + 5	96 + 6	103 + 7	109 + 9
1968 Year to date†	+ 5	+ 4	— 3	Nil	+ 7	+ 9	+ 4	+ 4	+ 6	+ 7

Sales in 1966 – provisional estimates (£ million)	Durable goods shops: Furniture shops (£486)	Electricity showrooms (£65)	Gas showrooms (£92)	Radio and television rental specialists§ (£109)	Radio and electrical goods, etc., shops (e) (£333)	Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£1,030)	Booksellers, stationers‡ (£79)	Chemists, photographic goods dealers (d) (£350)	Jewellers (£116)	Leather goods, sports goods, toys and fancy goods shops (£123)	Ironmongers and hardware shops (£298)	Other miscellaneous non-food shops (h) (£100)
1967 Year	100 Nil	116 +16	108 + 8	109 + 9	108 + 8	103 + 3	105 + 5	103 + 3	104 + 4	102 + 2	102 + 2	103 + 3
1966 1st quarter	94	91	95	106	97	94	93	86	78	70	93	95
2nd quarter	99	95	94	98	89	96	84	96	83	84	99	104
3rd quarter	99	98	101	98	94	101	91	102	96	103	98	93
4th quarter	109	115	110	99	120	109	132	117	142	143	110	107
1967 1st quarter	89 — 5	99 + 8	98 + 4	110 + 5	96 Nil	97 + 4	97 + 4	87 + 1	79 + 1	72 + 3	95 + 2	98 + 2
2nd quarter	93 — 6	104 +10	99 + 5	103 + 6	91 + 2	98 + 1	88 + 5	96 + 1	83 — 1	83 — 2	99 Nil	105 + 1
3rd quarter	98 — 1	116 +19	111 +10	107 +10	104 +10	103 + 2	96 + 5	105 + 3	97 + 1	103 + 1	101 + 2	96 + 3
4th quarter	118 + 9	143 +24	124 +13	115 +16	140 +17	114 + 4	137 + 4	123 + 5	158 +11	151 + 5	116 + 5	113 + 6
1968 1st quarter	106 +19	154 +56	128 +31	127 +15	122 +27	100 + 3	105 + 8	95 + 9	102 +28	76 + 6	101 + 7	104 + 6
2nd quarter	99 + 6	110 + 6	101 + 3	109 + 6	96 + 6	106 + 2	93 + 6	104 + 8	92 +11	90 + 9	107 + 9	113 + 8
1968 June	99 + 5	123 +25	98 + 3	113 + 4	95 + 8	107 + 8	90 + 4	113 + 9	96 +11	91 +10	104 + 8	109 + 6
July	108 + 6	131 +10	104 + 1	118 +11	112 + 8	112 + 8	101 +10	115 + 6	103 +11	100 + 5	104 + 5	100 + 5
August	100 + 6	131 +18	109 + 1	121 +14	111 + 9	112 + 8	107 +12	119 +10	109 +10	121 +10	110 + 6	98 + 6
1968 Year to date†	+11	+26	+13	+11	+15	+ 6	+ 8	+ 8	+17	+ 7	+ 7	+ 7

*Average 1966 prices. ‡Independent retailers only. †January-August. §Multiple retailers only. ¶Revised figures.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1968 sales was the four weeks from July 28, 1968 to August 24, 1968, the corresponding period in 1967 was from July 30, 1967 to August 26, 1967. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in August

NEW CREDIT extended by finance houses was, in the months of July and August combined, at a somewhat higher level than in the second quarter of the year, though, because of changes in the seasonal pattern, the precise significance of this increase is uncertain. The instalment credit sales of durable goods shops rose in August, in line with the higher level of activity prevailing generally in retail trade. As a result, debt outstanding to finance houses, durable goods shops and department stores, which had fallen on a seasonally adjusted basis in the second quarter of the year, was, at the end of August, not much different from its level at the end of June.

Finance houses

New credit extended by finance houses in August was 3 per cent less than a year earlier. This was a slightly smaller decrease than in July when business was 9 per cent lower than in July 1967. This apparent improvement on last year's experience was due to a rise in lending on new cars; in July, lending on these items was 35 per cent lower than a year earlier, but in August there was an increase of 2 per cent.

Since more than half of the new lending of finance houses is in connection with the purchase of private cars, the seasonal pattern of finance house lending is subject to influences affecting the seasonal pattern of the demand for cars. In 1968 the change in the car index letter from F to G on August 1 boosted new lending in August probably at the expense of business in July and possibly in later months of this year. Since the index letter change was transferred from January 1 to August 1 only in 1967 it is not

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
2nd quarter	106	745	93	249	1,021	— 28
1967 September	155	707	101	247	979	+ 10
October	161	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
June	100	745	95	249	1,021	— 13
July	127*	745*	94	246	1,013*	— 3*
August			103	247		

*NOTE: Figures for July and August have been combined; see text for explanation.

Table 2. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239				
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26				
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783				
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048				

yet possible to assess the change in the seasonal pattern of new lending that has taken place and the figures for July and August in Table 1 have been combined. The combined figure for these two months puts new lending by finance houses at 20 per cent higher than in the second quarter of the year, but this figure could well overstate the rate of increase in the underlying trend. It will be possible as further months' figures become available, to attempt a more precise assessment of changes in the seasonal pattern and, in consequence, of the underlying trend of business.

Durable goods shops and departmental stores

In August, instalment credit sales by durable goods shops were 7 per cent higher than a year earlier, an increase similar to the average recorded in the previous three months. The increase for furniture shops continued to be less than the increase for other durable goods; among the latter radio and electrical goods shops showed an increase in credit sales of 11 per cent in August, compared with 3 per cent in July and 6 per cent in the second quarter.

Instalment credit sales by department stores in August were 5 per cent higher than a year ago, an increase similar to that in July, but below the 8 per cent increase recorded in the second quarter of 1968.

The debt outstanding to durable goods shops and department stores, on a seasonally adjusted basis, showed no change during the month, having fallen by £7 million between March and July.

Other instalment credit retailers

The instalment credit sales of mail-order houses, which dominate the credit business of this group, were 7 per cent higher in August than in the corresponding month of last year. This is not significantly different from the average growth rate recorded over the early months of this year. The non-durable goods departments of the Co-operative Societies recorded an increase of 6 per cent in August compared with a year earlier against increases of 2 per cent and 4 per cent in July and June, and a decrease of 6 per cent in May.

Debt outstanding to this group of shops fell by £3 million in the month, due largely to seasonal factors.

Table 2a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 2	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048				
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179				
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227				

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Total	Repayments	Change in Debt: Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1967	235	689	924	969	— 45	
1965 1st quarter	71	185	256	232	+24	+32
2nd quarter	71	220	291	237	+54	+25
3rd quarter	73	176	249	239	+10	+11
4th quarter	91	146	237	244	— 7	+13
1966 1st quarter	63	182	245	256	—11	— 2
2nd quarter	58	200	258	251	+ 7	—23
3rd quarter	53	139	192	242	—50	—47
4th quarter	61	100	161	240	—79	—61
1967 1st quarter	47	135	182	240	—58	—52
2nd quarter	50	174	224	241	—17	—44
3rd quarter	57	199	256	246	+10	+12
4th quarter	81	181	262	242	+20	+39
1968 1st quarter	70	200	270	247	+23	+31
2nd quarter	55	180	235	234	+ 1	—28

(a) Durable goods shops and departments stores; not including other instalment credit retailers.

(Continued on next page)

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

ANGLO-FRENCH SALES AGREEMENT

Jean-Louis Rambach, managing director of Cipel Mazda, signs on behalf of his company a sales/distribution agreement with Mallory Batteries SA (France), watched by John Buchanan (left), managing director of Mallory Batteries Limited; André Brulé, general manager, Mallory Batteries SA (France); and Eric Greatorex-Bell (right), director of marketing, Mallory Batteries Limited.

HIRE PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS, *continued*

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
2nd quarter	86	+ 4	104	+ 8	110	Nil	201	+ 8	85	+ 2	124	+ 6
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 4	180	+12	61	— 2	110	— 2
March (a)	78	—12	86	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	110	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4
June (a)	87	+ 8	101	+12	109	+ 1	205	+14	83	+ 4	125	+10
July	94	+ 6	116	+ 5	103	Nil	164	+ 6	86	+ 2	117	+ 5
August	94	+ 7	91	+ 5	93	+ 1	167	+ 7	80	+ 6	114	+ 6

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc., goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
2nd quarter	86	+ 4	71	+ 3	98	+ 6	77	— 4	80	+ 5	80	+ 8	81	+ 3	93	+ 5	72	+ 6
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	83	+ 1	69	— 1	94	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7
June (a)	87	+ 8	72	+ 8	98	+10	77	— 5	80	+ 5	76	+ 2	83	+ 7	95	+13	70	+ 7
July	94	+ 6	81	+ 5	103	+ 7	93	+ 3	86	+ 5	82	+ 9	90	+ 3	102	+ 7	79	+ 3
August	94	+ 7	77	+ 6	107	+ 7	85	+ 6	81	+ 4	77	+ 5	85	+ 3	107	+ 9	85	+11

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

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Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars–new (£93 million)		Private cars–used (£190 million)		Commercial motor vehicles–new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1967 Year	152	+ 16	137	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+11
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	— 13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+ 47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+ 44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+ 81
1968 1st quarter	184	+ 67	155	+ 63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+ 48
2nd quarter	135	— 3	142	+ 6	106	+ 6	53	— 9	170	+24	91	— 9	185	— 9	63	+17	163	+21	125	+ 3
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	— 26
February	106	— 35	95	— 29	75	—21	22	— 54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	— 26
March	117	— 37	112	— 30	92	—22	29	— 51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	— 24
April	118	— 36	111	— 26	93	—16	44	— 26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	— 19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	— 19
June	167	— 2	167	— 1	99	— 2	62	— 11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+ 72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+ 93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+ 94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+ 36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+ 43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+ 50
March	207	+ 76	183	+ 63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+ 50
April	124	+ 5	137	+ 23	101	+ 9	52	+ 19	147	+17	88	—17	174	—22	63	+33	165	+24	120	+ 10
May	149	+ 11	156	+ 24	121	+13	55	— 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+ 18
June	133	— 21	134	— 20	94	— 5	53	— 14	172	+15	85	—18	160	—17	56	+ 2	142	— 2	116	— 15
July	126	— 35	158	— 13	99	+10	57	— 6	189	+32	108	—19	169	— 1	69	+28	165	+32	128	— 9
August	178	+ 2	146	— 13	88	Nil	60	+ 5	174	+26	116	—15	169	— 4	68	+24	143	+19	130	— 3

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Holiday and business visitors brought 113,000 cars into Britain last year

FIGURES RELEASED by the British Travel Association, Britain's official tourist organization, show that an estimated total of 113,300 cars were brought into Britain last year by holiday and business visitors.

The figures – the first of their kind ever published – have been prepared by the BTA in co-operation with the Greater London Council, the authority responsible for keeping records of motor vehicles entering Britain on temporary visits.

The greatest number of private cars (25,200) came from France. The smallest number – less than 100 – came from the USSR. West Germany was second, with 18,600 cars, and Sweden third with 11,000. In all, a total of 103,700 private cars came to Britain from Europe in 1967.

Of countries outside Europe, the largest number of motor cars (5,400) came from the United States.

Top seaport for foreign and Commonwealth cars entering Britain in 1967 was Dover, which handled 65,600 vehicle entries. Next came Harwich, with 8,100, and Hull, with 7,400. A total of 105,900 cars arrived in Britain by sea.

Of the 7,300 entering Britain by air, 3,700 came through Lydd Airport. Southampton Airport handled 1,900 and Southend came third with 1,700.

July – with 32,500 vehicles – was the most popular month for visiting motorists, followed by August (21,000) and June (12,600).

A report giving full details of the survey is available from the British Travel Association at a cost of £1 5s.

'National Accounts Statistics: Sources and Methods'

THE NATIONAL INCOME and other national accounting statistics are at the centre of much public discussion on economic matters. In National Accounts Statistics: Sources and Methods (Studies in Official Statistics No. 13, HMSO, 45s.) the Central Statistical Office provides a new and up-to-date description of how these statistics are compiled.

What is the national income? – how reliable are the estimates? – where are they published? – how is consumers' expenditure estimated? – how can one relate government expenditure to the national accounts? – what are the main components of public expenditure?

These are some of the questions authoritatively answered in 'Sources and Methods'. It is an essential guide for everyone using the national accounts for economic analysis and forecasting. Teachers and students of economics will find it especially useful.

DEA 'Progress Report' for September

THE SEPTEMBER issue of DEA *Progress Report* was published on September 24. The articles in the current issue are as follows: Economic section: The Import Bill; Exploiting Technology. Industrial and Regional section: The National Giro; Economic Progress in Wales; How Industry has Moved.

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National Food Survey: Household food consumption in the second quarter of 1968

PRELIMINARY RESULTS of the National Food Survey for the second quarter of 1968 are now available and are presented in summary form in the attached table. In this quarter, average household expenditure on food bought for consumption in the home, excluding sweets and soft drinks, was estimated to be 38s. 4d. per person per week, 1s. 5d. (3.7 per cent) more than in the previous quarter and 1s. 0d. (2.5 per cent) more than in the second quarter of last year. Nearly three-quarters of the rise compared with the previous quarter was due to seasonal changes in supplies of fresh fruit and vegetables including the displacement of old potatoes by new, and to increased purchases of convenience foods. The remainder of the rise was attributable to higher prices for some foods, including welfare milk, fresh fruit, bread and some other cereals, which were not fully offset by seasonally lower prices for potatoes, fresh green vegetables and eggs. Compared with a year before, about two-thirds of the increase in expenditure was due to higher prices for welfare milk, meat and cereals, and the remainder to increased purchases, principally of convenience foods and of poultry.

Average consumption of liquid milk (including school milk) was little different from that in the previous quarter at 4.8 pints per person per week, but purchases of cream continued to increase and about one-fifth more was recorded than a year ago. The slight upward trend in consumption of natural cheese continued and purchases of processed cheese were fully maintained. The average price paid for butter by housewives was 1d. per lb. lower than a year earlier and consumption amounted to 6.2 oz. per person per week compared with 6.1 oz; this slight increase was accompanied by a decrease in average purchases of margarine from 3 oz. to 2.8 oz.; household purchases of eggs were slightly lower at 4.5 eggs per person per week. Average consumption of sugar declined further and at 15.9 oz. per person per week was 7 per cent lower than in the corresponding period of 1967; consumption of preserves was also slightly less.

With meat supplies still affected by the foot and mouth epidemic, consumption of carcase meat as a whole was at its lowest level since 1953 and averaged 15.6 oz. per person per week, compared with 16.1 oz. a year previously. The decline was mainly in beef and veal, consumption of which was also at its lowest level since 1953, averaging 7.2 oz. compared with 7.9 oz. in April-June 1967. The average price paid for beef and veal by housewives (i.e. averaged over all their purchases) was 6s. 1d. per lb., nearly 9 per cent more than a year earlier. Over the year, the average price of mutton and lamb rose by 7 per cent to 4s. 5d. per lb., but consumption fell only slightly to 5.9 oz.; in contrast, average consumption of pork rose by about a sixth to 2.5 oz. per person per week and the average price was only 1 per cent dearer at 5s. 1d. per lb. The decrease in carcase meat as a whole was more than offset by an increase in average consumption of poultry from 3.7 oz. to 5 oz., a new record; the average price paid for poultry was 3s. 5d. per lb., 1d. lower than a year earlier. Average consumption of bacon increased by 4 per cent over the year to 5.3 oz., and purchases of sausages and other meat products by 6 per cent to 9.9 oz. Average consumption of fish and fish products was barely maintained at the previous April-June level of 5.8 oz. per person per week, but there was some displacement of unfilleted white fish by filleted and by quick-frozen white fish.

The average prices for both old and new potatoes (3¼d. and 7¼d. per lb. respectively) were more than 20 per cent lower than in the corresponding period of the previous year, but average consumption of old potatoes was 12 per cent lower at 29.9 oz. per person per week, and that of new potatoes was 4 per cent higher at

(Continued on next page)

Table 1. Estimates of average household food consumption

oz. per person per week (a)

	Year 1966 (b)	Year 1967	Apr.-June 1967	Jan.-Mar. 1968	Apr.-June 1968
Total Household Food Expenditure	35s. 11d.	36s. 11d.	37s. 4d.	36s. 11d.	38s. 4d.
Liquid milk (pints)	4·93	4·89	4·86	4·91	4·84
Other milk (eq. pints)	0·35	0·35	0·33	0·38	0·35
Cheese	3·11	3·35	3·36	3·36	3·48
Butter	6·09	6·19	6·12	5·98	6·23
Margarine	2·79	3·00	3·05	3·05	2·82
Lard and compound cooking fat	2·13	2·09	2·06	2·10	1·94
Eggs: purchases (number)	4·50	4·52	4·64	4·39	4·50
consumption (number)	4·77	4·72	4·83	4·58	4·79
Preserves	2·84	2·85	2·97	2·96	2·87
Sugar	17·05	17·21	17·10	16·69	15·88
Beef and veal	8·13	8·61	7·94	7·97	7·21
Mutton and lamb	6·28	6·06	5·99	5·37	5·90
Pork	2·76	2·29	2·17	2·57	2·53
Bacon and ham, uncooked	5·30	5·17	5·13	5·13	5·33
Bacon and ham, cooked (including canned)	0·95	0·96	0·97	0·84	0·95
Poultry and cooked chicken	4·06	4·01	3·67	4·79	4·96
Other cooked meat (not canned)	0·68	0·68	0·74	0·65	0·69
Other canned meat	2·02	2·24	2·21	2·00	2·36
Offals	1·44	1·39	1·34	1·51	1·26
Sausages uncooked	3·59	3·50	3·47	3·72	3·72
Other meat products:					
Meat pies	0·75	0·69	0·62	0·81	0·76
Other	1·66	1·98	1·92	2·18	2·02
Fish, fresh and processeed	4·18	4·17	4·13	4·14	3·99
Canned fish	0·87	0·88	0·93	0·76	0·93
Fish and fish products, quick-frozen	0·74	0·74	0·78	0·78	0·86
Fresh green vegetables	13·50	13·17	11·96	10·20	12·81
Other fresh vegetables	9·94	9·83	7·79	10·59	7·56
Quick-frozen vegetables	1·34	1·29	1·62	1·62	1·78
Canned peas	2·91	3·00	3·15	3·13	3·09
Canned beans	3·24	3·49	3·55	3·69	3·43
Potatoes: purchases	47·56	48·62	48·48	52·90	43·87
consumption	52·49	52·24	49·38	55·32	46·05
Citrus fruit	4·68	4·85	5·82	6·40	5·67
Bananas	3·58	3·37	3·56	2·91	3·49
Apples	7·33	6·40	5·73	6·36	5·85
Fresh tomatoes	3·98	4·06	4·14	2·24	4·42
All other fresh fruit	3·56	3·06	2·93	1·31	3·37
Canned fruit	5·55	5·65	5·90	5·17	6·39
Dried fruit, nuts and fruit and nut products	1·19	1·23	0·88	0·99	0·97
Flour	5·95	5·79	5·15	5·64	5·32
White bread	32·57	33·84	33·95	32·64	31·80
Brown wholewheat and wholemeal bread	3·41	3·38	3·39	3·05	3·25
Other bread	2·66	2·80	2·84	2·78	2·95
Buns, scones and teacakes	1·60	1·43	1·30	1·48	1·31
Cakes and pastries	4·86	4·61	4·72	4·45	4·57
Chocolate biscuits	0·94	1·08	1·08	1·00	1·02
Other biscuits	4·66	4·79	4·85	4·54	5·05
Breakfast cereals	2·25	2·35	2·49	2·32	2·47
Oatmeal and oat products	0·67	0·67	0·46	0·81	0·41
Canned milk puddings	1·45	1·52	1·45	1·80	1·54
Tea	2·64	2·70	2·72	2·63	2·59
Instant coffee	0·29	0·30	0·30	0·39	0·34
Canned soups	3·10	3·10	2·72	3·98	2·37
Pickles and sauces	1·24	1·30	1·27	1·21	1·44

(a) Except where otherwise stated.
(b) Revised figures.

Source: Ministry of Agriculture, Fisheries and Food

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Table 2. Average intake of calories, protein and calcium for the years ended June 1967 and June 1968 in different types of family (as a percentage of recommended allowances)

	Calories		Protein		Calcium	
	Year ended June					
	1967	1968	1967	1968	1967	1968
All households	107	107	106	106	110	111
Households with one man and one woman and:						
One child	112	111	112	111	117	116
Two children	106	107	102	103	104	106
Three children	103	104	96	98	97	100
Four or more children	101	100	92	90	91	89
Adolescents	105	105	101	100	110	113
Children and adolescents	98	97	87	87	92	95
Other households with: Children	102	100	96	96	98	98

16.2 oz. More than one-fifth of the old potatoes purchased by housewives were pre-packed, and were bought at an average price which was more than ½d. per lb. higher than the loose potatoes. Average consumption of fresh green vegetables was 7 per cent greater than a year previously at 12.8 oz. per person per week, but that of other fresh green vegetables was 3 per cent lower at 7.6 oz. Purchases of canned vegetables remained at 7.7 oz. and those of quick-frozen vegetables rose by 10 per cent to 1.8 oz. Consumption of fresh fruit averaged 22.8 oz. compared with 22.2 oz. a year previously, the increase being principally due to greater purchases of soft fruit and tomatoes. The average price paid for apples (1s. 8d. per lb.) was slightly lower than a year ago and purchases were well maintained at 5.8 oz. Consumption of canned fruit rose from 5.9 oz. to 6.4 oz. over the year, and average prices paid by housewives were slightly lower.

Average purchases of bread continued to decline, 38 oz. per person per week compared with 40.2 oz. a year previously when the price was 8 per cent lower. Purchases of cakes and biscuits were unchanged.

Consumption of tea averaged 2.6 oz. per person per week compared with 2.7 oz. a year previously, but this was offset by an increase in purchases of instant coffee.

Table 2 shows the extent to which the estimated intake of calories, protein and calcium, in the average household and in families of different composition, met the recommended allowances (which are at present under review) of the British Medical Association. The percentages in the table may be regarded as indices measuring consumption in relation to need. In families with three children, the rise between June 1967 and June 1968 in the protein and calcium indices was due to an increase in the consumption of milk and meat. In families with four or more children, both the protein and calcium indices were lower in 1968 than 1967; this was due to a higher estimate of need, because of changes in the composition of the sample. The calcium index in families with children and adolescents rose because of an increase in the consumption of milk.

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Quarterly analysis of man-made fibre production

TOTAL PRODUCTION by weight of synthetic fibres in the second quarter of 1968 was 33 per cent more than in the same quarter of 1967; total production by weight of viscose plus acetate fibres was 13 per cent more.

Within the total for synthetic fibres, production of continuous filament was 29 per cent more and staple fibre 38 per cent more. Under the heading 'viscose plus acetate', production of continuous filament was 8 per cent more and of staple fibre 17 per cent more compared with the second quarter of 1967.

The above comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Quarterly averages and quarterly totals — million lb. (a)

	Continuous filament		Staple fibre		Total	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	21·9	43·6	14·6	61·8	36·5	105·4
1962	28·5	44·2	17·2	66·9	45·7	111·1
1963	35·4	47·1	22·6	74·6	58·1	121·7
1964	41·4	53·1	28·3	83·5	69·7	136·6
1965	45·0	54·1	36·6	79·8	81·6	134·0
1966	52·8	50·0	43·5	74·1	96·3	124·1
1967	59·6	50·0	47·3	81·8	107·0	131·8
1964 1st quarter	41·2	52·2	25·9	84·0	67·2	136·2
2nd quarter	40·0	53·8	26·8	82·6	66·8	136·4
3rd quarter	38·2	51·4	26·9	78·5	65·2	129·9
4th quarter	46·1	55·1	33·5	88·9	79·6	144·0
1965 1st quarter	46·8	56·1	35·1	87·8	81·9	143·9
2nd quarter	47·3	53·8	34·2	86·6	81·5	140·4
3rd quarter	42·4	51·3	36·9	68·9	79·3	120·1
4th quarter	43·5	55·3	40·1	76·2	83·6	131·4
1966 1st quarter	54·1	54·0	45·5	75·0	99·5	129·0
2nd quarter	60·0	51·6	48·3	72·5	108·3	124·1
3rd quarter	50·8	46·4	39·5	68·7	90·3	115·1
4th quarter	46·5	48·1	40·7	80·0	87·2	128·1
1967 1st quarter	58·8	47·8	48·4	82·2	107·1	130·0
2nd quarter	59·7	50·3	49·2	81·6	108·9	131·9
3rd quarter	52·7	49·1	40·0	73·3	92·7	122·4
4th quarter	67·3	52·7	51·9	90·2	119·2	142·9
1968 1st quarter	79·0	55·0	61·7	96·8	140·7	151·8
2nd quarter	79·4	55·7	67·7	95·6	147·1	151·3

The heading 'Viscose + acetate' includes triacetate.
(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Retailers' stocks in August

THE VALUE of stocks held by retailers at the end of August showed an increase of 8 per cent compared with August 1967, thus continuing an upward trend shown earlier in the year.

In volume terms, retailers' stocks were 4 per cent higher than in the corresponding month of 1967, a similar increase to that recorded last month, and rather higher than the increases shown in the first half of the year.

Estimate of levels and percentage changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154				
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2	+5	+5	+6	+6	+8	+8				
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128				
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1	+4	+2	+3	+2	+4	+4				

Note:
Retailers' stocks at end December 1960 were £993 million at current prices.

Business Monitor

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On September 11 members of the International Electrotechnical Commission visited British Railways' Railway Technical Centre at Derby. The Commission is comprised of electrical engineers from all parts of the world. During their visit members were shown various aspects of the centre's technical activities, including the Hawker Siddeley 4,000 h.p. prototype locomotive – 'Kestrel' – fitted for dynamometer trials. Picture shows the delegates in front of 'Kestrel' with Mr. D. Fish (6th left), BR design engineer (carriages) and Mr. G. Smith (9th right), chief electrical engineer of the Traction Division, Brush Electrical Engineering Co. Ltd., a Hawker Siddeley company.

Exhibitions and Fairs

Lord Brown to open largest ever British Industrial Exhibition in Rumania

LORD BROWN, Minister of State, Board of Trade, is to visit Rumania to open the British Industrial Exhibition in Bucharest on October 17. This event will be held at the Exhibition Centre, Piata Scinteii, Bucharest and closes on October 27.

This will be an important occasion in Britain's current export drive and will be the biggest single British export promotion to be held abroad this year, as well as being the largest ever British Industrial Exhibition in Rumania. Organized by Industrial and Trade Fairs International Ltd. with the co-operation of the Rumanian Chamber of Commerce it is sponsored by the East European Trade Council of the British National Export Council with financial support from the Board of Trade.

Some 400 firms will be represented and the products to be displayed will be of special interest to the Rumanians. Exhibitors will include firms whose products are already familiar and others whose equipment is new to Rumania. A very wide range of highly specialized capital equipment will be shown to demonstrate Britain's latest technological processes, techniques and systems, with machinery, instruments, components and accessories. All this equipment will relate to the engineering, electrical and electronic, scientific, mining, chemical, telecommunication and other production industries.

With its expanding economy and extensive plans for industrialization Rumania provides an important potential market for all types of sophisticated capital goods, and this exhibition will offer a valuable opportunity to British firms to meet Rumanian buyers and end-users, and to contribute to the industrial development of the country.

Britain's exports to Rumania in the first eight months of this year are over 100 per cent up on the total for 1967. Rumanian exports to Britain are running at about the same high level as 1967; and over the years the trade is roughly in balance.

Sir Antony Part, Permanent Secretary to the Board of Trade, recently visited the Vienna International Autumn Trade Fair at which the Board of Trade supported a joint venture organized by the Birmingham Engineering and Building Centre. Aven Tools were one of more than 30 companies taking part in the joint venture; picture shows Sir Antony (left) discussing the new Aven Trimmatool with Mr. R. W. A. Keith, sales liaison manager, Aven Tools Ltd.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 13 issue.

Heavy demand for British books at Frankfurt

A report from the British Consulate-General, Frankfurt

THE FRANKFURT Book Fair, which was held this year from September 19-24, has grown from a small national event first held in 1949, when 205 German publishers exhibited their books, to become the world's largest and most important event in the book trade. During this period it has gradually transformed itself from a cultural to a commercial event where an enormous volume of business is transacted.

The 1968 Book Fair was the largest ever held. 3,013 publishers (of whom 1,946 were direct exhibitors) from 58 countries displayed 180,000 different books (of which a third were new titles). Of the 2,139 publishers from outside Germany (of whom 1,072 were direct exhibitors) the United States had the largest contingent with 325 publishers, followed by the United Kingdom with 296. France with 189 and Switzerland with 162. Publishers from all over the world exhibited at the Fair, and a number of the Eastern European, Latin American, Middle and Far Eastern countries had their own national or regional stands. The Fair was visited by about 120 000 people (trade visitors and members of the general public) and the total stand area occupied in Hall 6 and in the vast Hall 5 of the Frankfurt Fair grounds was 36,000 sq. metres. More than 150 British publishers participated in the Fair with the assistance of the Board of Trade. A number of British publishers not individually exhibiting at the Fair nonetheless had their books on display on the very large and well-planned British Council stand, which as usual attracted great interest and a constant flow of visitors. The Publishers Association manned an official information stand where they dealt with a steady stream of inquiries. Many of the British stands were visited by HM Consul-General at Frankfurt, Mr. A. H. Ballantyne, to whom the exhibitors were able to report on their successes at the Fair.

The aim of publishers exhibiting at the Frankfurt Book Fair is not only to secure orders for books from booksellers and librarians, but also, of far greater commercial importance, to sell the translation and publishing rights of their books to foreign publishers. In spite of the disruption caused by the student demonstrations both inside the Fair Halls and at functions held in connection with the Fair, the general feeling of practically all publishers exhibiting was that this year's event had been a commercial success for the sale of both books and rights. British publishers, exhibiting everything from popular fiction to highly technical manuals, from school books to biographies, reported that this year's event had been one of the best ever from the commercial standpoint and compared it favourably with last year's Fair, probably the most successful that British publishers have ever had. Although there seemed to be fewer European booksellers and librarians this year, perhaps due to the great pressure on hotel accommodation in Frankfurt and the surrounding area for the duration of the Fair, the number of visiting booksellers from further afield had increased over last year and British publishers were very pleased with the volume of orders placed by overseas booksellers. Our publishers were no less successful in selling the translation and publishing rights of their books to foreign publishers, and reported particularly good business with the United States and Western Europe, especially the Federal Republic of Germany and the Scandinavian countries. Sales of rights to publishers from the Commonwealth, Latin America, Africa and the Middle and Far East had also been encouraging. Such is the strength and reputation of the British book industry that publishing rights were sold to foreign publishers not only for books already in print but also for books still in the proof stage and for others not yet written for which only a synopsis as yet exists. Old established British exhibitors at the Fair were more than satisfied with the business they had done, but it was also encouraging to hear reports that British publishers exhibiting for the first time were well pleased that they had taken the plunge. One 'new boy' expected to take £50,000 worth of business back home with him. Another is already busy with plans for next year and is pressing for a stand area double the size of the stand he occupied this year.

There was no generally accepted 'Book of the Fair' this year though four or five British publishers reported a tremendous demand for the rights to publish certain books of outstanding interest that they had either brought to the Fair with them or which they will be publishing shortly. All categories of British books on display attracted great interest from foreign publishers and booksellers, though our school books should be mentioned as being in particularly heavy demand.

The British book industry exports 43 per cent of its total turnover (only two or three other British industries can claim a better record than this) and last year earned about £60 000 000 in foreign exchange. This year's figures will probably be even higher and this is due in no small measure to the efforts of our publishers at this Book Fair, which with its long working days and busy evening functions must surely be one of the most tiring of all fairs. Our publishers, by their hard work and long hours, have certainly well deserved their successes at this year's Fair.

Shipping to the Mid-Continental United States costs less via Baltimore

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The Port of Baltimore—because of its geographic location from 50 to as much as 200 miles closer to the Mid-Continental United States than other North Atlantic ports—enables container shippers and receivers to save money and time by using railroad piggyback service in the transportation of export and import freight.

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Left: Lord Brown, Minister of State, Board of Trade (left) visits the Cimex stand at the Brno Fair. With him is Mr. F. J. Elvy, managing director of Cimex, Orpington, Kent. Right: The BP exhibit, one of the 58 British stands at the Fair.

UK firms show at Brno Fair

THE BRNO FAIR this year was held in – to put it mildly – somewhat unusual circumstances. In the days immediately following the invasion of Czechoslovakia it was regarded as physically impossible that the fair could take place and some countries, which had advance personnel and equipment on the site, withdrew these, the United Kingdom contingent falling back in good order on Vienna. The Czechoslovak authorities then announced that the fair would in fact open on the due date, September 8; but a few days later they postponed it by one week.

It is always difficult to calculate British representation at this fair, since the catalogue contains the names of many British firms which in fact are represented by agents, from Vienna or elsewhere. But it was originally expected that something over 70 British firms would have their own stands, either within the three joint ventures arranged with the Board of Trade, or independently. In the event there were 58 such stands.

Joint ventures were organized with the Scientific Instrument Manufacturers Association, the Federation of Manufacturers of Construction Equipment, and the Gauge and Tool Makers' Association. Only two or three firms dropped out from the first two of these, and a little rearrangement covered up the gaps; the same unfortunately, could not be said of the GTMA stand, which looked bare in spite of the best efforts of the firms who did go to spread themselves out as far as possible.

It would be too early in any case to try to assess the real commercial results of this fair; it is possible that, in normal circumstances, one or two contracts might have been signed during the fair, but a large contract usually involves lengthy negotiation, beforehand or afterwards.

It can, however, be said that the vast majority of the exhibitors who decided to go – and for each of them this was a difficult last-minute decision – felt definitely that they had done the right thing, commercially as well as in any other sense. In a number of cases exhibitors sold, by the end of the fair, all or most of the equipment from their stands; and many of them felt that at least in this respect alone business was better this year than it had been in 1967. Several expressed their intention of going back to Brno next year, and one or two indicated that they would probably require larger areas.

Lord Brown, Minister of State, Board of Trade, went out to Brno for the opening of the fair, and was able to spend a good deal of time at the fair visiting the British exhibitors. All of these appreciated his visit, and so did the Czechoslovaks. Lord Brown was accompanied by Sir William Barker, British Ambassador in Prague.

The official opening was held on Saturday afternoon, September 14. It is greatly to the credit of the Brno Fair authorities that, by this time, the whole fair was virtually complete and ready for action. As regards the three British joint ventures, a similar tribute should be paid to the COI Exhibitions Division team, and their contractors, who were working hard against the clock. All were perhaps rewarded by the visit, on September 20, of the Czechoslovak leaders, Mr. Svoboda, Mr. Dubcek, Mr. Cernik, Mr. Smrkovsky and Mr. Husak; these were surrounded – not to say hemmed in – by enthusiastic and applauding crowds wherever they went. Indeed, they can have seen very little of the actual exhibits, but it was none the less an unusually moving occasion.

British design exhibition at Lille Shopping Week

AN EXHIBITION showing some of Britain's best-designed consumer products will be one of the main attractions at the British Shopping Week in Lille from October 11-19. On display will be some 250 modern products specially selected for the French market from the Design Centre in London by the Council of Industrial Design: these include furniture, fabrics, carpets, lighting equipment, electrical appliances, tableware, clocks and sound equipment, as well as souvenirs, toys and sports goods. The exhibition will be held in the Sculpture Gallery at the Ecole des Beaux Arts.

The Lille Shopping Week will be opened on October 11 by Mrs. Christopher Soames, wife of His Excellency the British Ambassador to France. The Ambassador will also be present at the opening ceremony, as well as Mr. William Rodgers, Minister of State, Board of Trade.

This is the second exhibition to be organized in France by the Council of Industrial Design in collaboration with the Central Office of Information and on behalf of the Board of Trade. In October 1966 more than 125 000 people visited the CoID exhibition which formed part of the centrepiece at the British Week in Lyons.

British fashion in Beirut: sales exceed expectations

'COMMERCIAL RESULTS of the "Fashion from Britain" promotion in the Lebanon have already exceeded our expectations', says Mr. Peter Randle, deputy director of the Clothing Export Council. Though it is still too early to assess the long-term effects of the promotion in the Lebanon, the present indications are that it will result in substantially increased orders for British clothing and fashion goods, with several buyers planning to visit Britain for the London fashion export season at the end of October to November 9.

Many exhibitors claimed that they had done as much business in one week in Beirut as they had done in the previous year, and a quick round-up showed that during the week itself, sales totalled nearly £75,000 with prospects of a further £25,000 worth of business as an immediate follow-up to these first sales. Several exhibitors reported orders for delivery in the next 12 months, for which the overall total numbers £20,000.

'Fashion from Britain' was sponsored jointly by the Clothing Export Council and the Board of Trade with support from the British National Export Council and the Middle East Association. A report was published in last week's issue of the *Journal*.

25,000 buyers at Chicago Marine show

A report from the British Consulate-General, Chicago

BRITISH BOATBUILDERS and marine equipment manufacturers again showed their products successfully to the United States boating industry at the Marine Trades Exhibit in Chicago from September 19-22. Eighteen United Kingdom firms took part in a 'joint venture' organized by the Ship and Boat Builders National Federation and the Board of Trade. About 25,000 buyers from all parts of the United States and many foreign countries were said to have attended, although the general public are not admitted to this show.

This annual exhibition is the largest trade show of the pleasure boat industry held anywhere and this year it was larger than ever before. Using all of the half million square feet of floor space in the International Ampitheater and with further exhibits, mainly large houseboats, in the car park outside, more than 1,000 boats and more than 1,000 categories of marine products were displayed by the 500 exhibitors.

American manufacturers naturally dominated the show. As we have said before, the American pleasure boat industry is very heavily oriented towards motor boating, and the United States engine manufacturers had large and striking stands. There were very many types of powered boats, from large houseboats, cruisers and speedboats down to motorized surfboards. There was even a small United States built air cushion craft, and 30 firms showed snowmobiles! As before, sailboats were comparatively few, and mainly of simple type. The great majority of hulls were in glass fibre, although some small runabouts and canoes were in marine aluminium. Boat trailers again took up much space. Hardware, instruments, paints, safety equipment and yachting gear were also displayed by the American exhibitors.

The British contribution was the only foreign group of exhibits, and ours was the most prominent overseas participation. The British stand, again in two parts, displayed motor cruisers, sailboats, dinghies, inflatable boats and rafts, hardware, instruments, electronic equipment, yachting clothing and galley cloths. Other foreign products seen at the show were Canadian canoes, houseboats, power boats, catamerans and snowmobiles, Danish power cruisers, Japanese outboard motors, French and Italian inflatables, and Dutch marine hardware.

The British exhibitors in general reported a successful show. Some of them were following through the previous efforts in Chicago. Others appointed dealers and representatives and made many valuable contacts. They all deserve praise for their endeavours in this most lucrative of pleasure boat markets, worth in in total more than three billion dollars annually. Through their efforts, American interest in British boats and marine equipment is increasing.

Fine arts mission explores British Week Tokyo opportunities

MR. G. R. WHYTE, chairman of the BNEC Asia Product Group for Antiques and Fine Arts specially formed for the British Week in Tokyo, led a five-man mission to Japan last week.

The mission is undertaking research in connection with the Week, to be held in September 1969. The members will determine the types of antiques and fine arts for which there is the best market in Japan today and will also use their visit to assess the likely trends over the next decade.

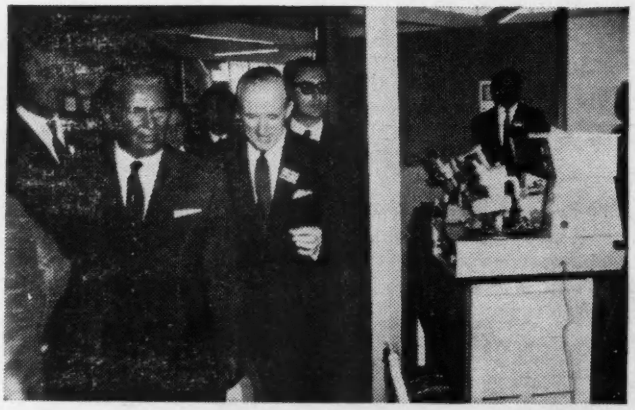
In addition to making contacts with art dealers the mission will also have discussions with a number of the leading departmental stores in Tokyo and Osaka.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays Telex No. 886143).

Mr. Takao Mori (centre), deputy president of the large Seibu Department Store organization in Tokyo, who is in this country to discuss the exhibition his store will mount during the forthcoming British Week in Tokyo, is seen here at the City of Birmingham Museum and Art Gallery. Also in the picture are (left to right) Mr. L. J. S. Evans, British Weeks and Stores Promotion Directorate, Board of Trade; Mr. Y. Futei, London representative of Nippon Kangyo Bank; Mr. A. J. Chard, Exhibitions Division COI; and Mr. John Lowe, director of the Museum.



Left: President Tito of Yugoslavia (left) looks at goods exhibited by United Kingdom manufacturers in the British Pavilion at the Zagreb Fair. He is escorted by HM Consul-General Mr. A. R. K. Mackenzie. Thirty-three British firms participated in Zagreb, 20 of whom were exhibiting for the first time in Yugoslavia. Right: Buyers at the Marine Trades Exhibit, Chicago, discuss British boats and marine equipment on show at the exhibition.

'Massive British participation' in Paris Leather Week

A report from the British Embassy, Paris

Mr. Bernard Wilcox, First Secretary (Commercial) British Embassy (centre), discussing the fine export achievements of the British leather industry with Mr. K. G. Newton, President of the British Leather Federation (left) and Mr. J. G. Chester, Master of the Worshipful Company of Leather Sellers, at the Paris International Leather Week.

EVERYTHING in quality leather, from the exotic to the plain, from ostrich and crocodile to calf and hide, high fashion, footwear and travel goods, was exhibited by the British leather industry at the Semaine Internationale du Cuir held in Paris, September 12 to 17. Also on show was British machinery, chemicals and accessories. The 1,100 exhibitors in the tannery, footwear and machinery halls, and tens of thousands of visitors, came to Paris from all parts of the world. The show was truly international and has established itself as the annual meeting place of the world's leather industries.

The British Leather Federation (43 firms), the Leather Importers' Factors and Merchants' Association (14 firms) and the British Footwear Manufacturers' Federation (12 firms), in conjunction with the Board of Trade, mounted three joint venture stands at the exhibition, as in previous years, and another 40 large British firms exhibited independently. British participation was massive.

The joint venture stands, designed and constructed by the Central Office of Information Exhibitions Division, were by far the largest of the many national exhibits at the show, and provided a striking platform from which to sell. The very size of the stands was enough to remind buyers of the strength of the British leather industry, which continues to thrive in spite of growing foreign competition.

An excellent booklet, produced in three languages by the British Leather Federation with support from the Board of Trade under the joint advertising scheme, provided particulars of participating members of the Federation, whether included in the joint venture or not, and included a very helpful classified index. This publication was mailed to a list of over 7,000 potential customers well in advance of the show. Many British exhibitors advertised in the show catalogue.

Mr. Bernard Wilcox, First Secretary, and other officers from the Commercial Department of the British Embassy who attended throughout the show, heard of nothing but satisfaction from the representatives of British firms. It was particularly encouraging that newcomers to the show should have done so well. Order books were bulging and in some cases the entire production of British factories was taken up with firm orders until well into the New Year. The effect of reduced tariffs brought about under the Kennedy Round is already beginning to be felt to the advantage of British exporters, and it is confidently expected that as further agreed reductions take place the leather trade's export performance will be further assisted.

The international leather industry, which has been emerging from the doldrums of two years ago, is entering a bumper year, and British firms, who already have a fine record of export achievement, and who hold many Queen's Awards to Industry, were present in this exhibition in such great numbers as to be able to take advantage of the situation, and to satisfy the revived and increasing demand.

Dr. Bray opens 'electronics banquet' in Manchester

'THE Institution of Electronics Exhibition and Convention at Belle Vue, Manchester, represents a national event in the electrical world that must be a source of no little pride and satisfaction to the organizers,' said Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology, opening the exhibition on September 24.

'It does not surprise me to learn that it is the largest annual electronics exhibition held in the British Isles,' said Dr. Bray, 'The thousands of home and overseas visitors who come to see, to talk and to listen are here furnished with an electronics banquet that would be a credit to any capital city in the world.'

INTERNATIONAL TRADE FAIRS, BELGRADE 1969

INTERNATIONAL FAIR of ENGINES & MOTOR VEHICLES
19th — 27th April

13th INTERNATIONAL TECHNICAL FAIR 17th — 25th May

6th INTERNATIONAL CHEMICAL FAIR 14th — 22nd June

INTERNATIONAL FOUNDRY EXHIBITION 7th — 14th September

10th INTERNATIONAL CLOTHING FAIR 11th — 19th October
"Fashions of the World"

Further information on the above Fairs can be obtained from:

ARPENT (B1), Hatfield Heath, Bishop's Stortford, Herts.

Exhibitors report...

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

'Good opportunities for small engineering companies at overseas exhibitions'

MR. KEN YARKER, commenting on the decision of his company, Ken Yarker Ltd., to take space at Item 68, Copenhagen (September 24 to 29), said: 'Our experience at the recent ASTME Show in Philadelphia has led us to believe there is a strong case for exhibiting the products of smaller engineering companies at major overseas exhibitions.

'However,' Mr. Yarker added, 'this is providing the product is first-class and that there is a definite potential market existing. These two points have to be carefully ascertained before exhibiting.'

Item 68, covering machine tools and allied fields, drew visitors from the whole of Scandinavia. The British participation was organized as a joint venture display by the Board of Trade and the Machine Tool Trades Association.

New range of pumps for Zurich

A NEW RANGE of engine mounted hydraulic pumps from the Plessey Dynamics Group's Industrial Hydraulics Divisions will be a feature of the Divisions' exhibit in a 'Joint Venture' display at the International Hydraulics and Pneumatics Exhibition, Zurich, October 31 to November 5.

Produced in conjunction with such major British engine manufacturers as Ford and Perkins, these pumps are designed for direct mounting to both heavy and light engine power take-off points. Apart from eliminating the need for external drives, they offer the additional advantages of savings in labour and space.

Under its joint venture scheme, the Board of Trade are co-operating with the Association of Hydraulic Equipment Manufacturers and The British Compressed Air Society in organizing the group displays at this event.

Sideloader for American market

THE FIRST SIDELOADER to operate in the United States will be exhibited by its British manufacturer, Lancer Boss Ltd. of Leighton Buzzard, at the Second International Container Services and Equipment Exposition, Baltimore (October 28 to November 1). Known as the Lancer 2500 Series Sideloader and powered by a Cummins NH220 engine, it is designed to perform the whole work cycle involved in container handling by a combination of just one man and one machine. Fully laden containers can be lifted off road or rail vehicles and transported direct into the hold of stern loading, roll-on, roll-off ferries. As the containers are carried within the width of the sideloader, the machine can operate within narrow gangways and within the confines of a ship's hold.

The Lancer sideloading system is now being ordered and operated by container operators throughout the world, including Sweden, Germany, France, Holland, Spain, Australia, Italy and New Zealand. Already the company has received a £250,000 order from Mapor S.A., Spanish handling agents for American Export Isbrantsen Lines for two 3500 machines and four 2500 Series machines for service in Cadiz and Barcelona.

The Board of Trade, in association with the London Chamber of Commerce, will be organizing a joint venture at this event.

Kent instruments at Interkama

INSTRUMENT DIVISION companies of George Kent Limited, together with Evershed & Vignoles of the Evershed Division, will be showing a range of new and established instruments at Interkama – the International Congress and Exhibition for Instrumentation and Automation – Düsseldorf (October 9 to 15).

On show for the first time is the new 'Flexel' range of electronic panel instruments, similar to the established 'Flexair' pneumatic instruments, for industrial process control schemes. A further module is devoted to the second addition to this family, 'Flextrau' which is a new range in intrinsically safe electronic transmitters operating on the microdisplacement principle.

The main British participation at this event is being organized as a joint venture display by the Board of Trade in collaboration with SIMA.

Vessel seals at Machevo '68

THE PRINCIPAL exhibit on the Crane Packing Ltd. stand at Machevo '68, to be held in Utrecht from October 16 to 23, will be a working model of a mixing vessel, showing how the Crane vessel seal is used to seal the agitator of a pressurized mixing vessel.

There will be exhibited for the first time in Holland the Crane type 115WT 'Cryothermay' metal bellows seal introduced for very low and very high temperature applications, including heat transfer media The Type 399 mechanical shaft seal, also to be exhibited for the first time in Holland, is of relatively massive construction, and is designed for large circulating water pumps and similar equipment.

The Board of Trade and the Council of British Manufacturers of Petroleum Equipment are organizing the main British display at this Fair under the provisions of the Board's joint venture scheme.

£8,000 of orders from Johannesburg building exhibition

MR. ANTHONY ALLAM, chairman of E. P. Allam & Co. Ltd. of Southend-on-Sea, has returned from the South African Building Exhibition, Johannesburg, held in August, where they participated in the large group display under the sponsorship of the Building Materials Export Group with assistance from the Board of Trade's joint venture scheme, with orders for small contractors' plant worth £8,000, in addition to many inquiries which it is hoped to convert into more sales.

'We were delighted at the great interest shown in our exhibits by South African contractors', said Mr. Allam. 'There is certainly great potential for us to build up a substantial export trade with this part of the world.'

'First overseas showing' at Munich Electronica

THE FIRST overseas showing of the TSA 6636/2M from Venner Electronics is scheduled for the Munich Electronica Exhibition (November 7 to 13), part of the Britsih joint venture display presented by the Board of Trade and the Radio & Electronic Component Manufacturers Federation. This progressive development of the company's 12.5 MHz frequency meter/counter/timer is believed to be the least expensive such instrument in Europe incorporating both integrated circuits and a memory storage system. Each counter board comprises three modules; a decade, a store and a display tube drive module.

Perkins V8.510 diesel for Bucharest

PERKINS three, four, six and eight-cylinder automotive and industrial diesels will be shown at the British Industrial Exhibition in Bucharest. (This all British Fair is being organized by Industrial and Trade Fairs International Ltd., and the Board of Trade. See page 925.) They range from the three-cylinder 43 bhp 3.152 industrial diesel to Perkins' most powerful unit, the 170 bhp V8.510 engine.

First shown in Rumania in 1966, the V8.510 engine is shortly to go into full production at the Peterborough headquarters of the Perkins Engines Group. The V8.510's 170 bhp is provided from a 'package' less than 36 inches long, 33 inches wide and 32½ inches high.

Russian orders for Dunlop Marine products

AT THE International Fishing Exhibition recently held in Leningrad, Dunlop GRG Division (Marine Products) secured orders for large size pneumatic fenders and 'Searover' inflatable powered boats.

Officials of the Soviet Ministry of Fishing were impressed with the performance of the Dunlop low pressure fenders as illustrated by the film show and lecture given by the White Fish Authority and, after inspection of the fenders on display in the harbour, a quick decision to purchase was made.

Following daily demonstrations in the Leningrad harbour precincts of a 'Searover' inflatable craft powered by a Johnson 40 h.p. outboard motor, sales of all sizes in the range were made. These craft will be used on fishing vessels, and for general rescue purposes.

Dunlop was also awarded a certificate of honour by the directorate of the exhibition in recognition of the quality of the products and the methods of display and technical presentation. The company was part of the British display organized by the Board of Trade and the British Marine Equipment Council under the joint venture scheme.

Gold for Owen at Brno Fair

THE OWEN ORGANIZATION has been awarded a gold medal by the Czechoslovak authorities for their exhibit at the 10th International Trade Fair in Brno. Every year some 30 gold medals, which are awarded for the most outstanding scientific technological innovations, are competed for by the 21 nations participating.

The award has been won by the Owen-Hallsworth foundry plant which automatically produces small castings from moulding to finished puring at a very fast rate with as few as three semi-skilled operators. Two plants are already in use in Czechoslovakia, one having recently been installed in a Brno foundry. Thirty-six plants are in commission over the world, 14 in the United Kingdom and the remainder in countries including the United States, Mexico, Spain, Rumania, Hungary, South Africa, Australia and Japan.

'Substantial orders' from Farnborough Show

DRICLAD LIMITED, a member of the Export Packing Service Group of companies, of Sittingbourne, Kent, has received substantial orders for Driclad engine covers as a result of the SBAC Flying Display at Farnborough.

One new customer alone has ordered 1,000 Driclad engine covers and Rolls-Royce Ltd., has placed 'substantial orders' for Driclad covers for jet engines. Both orders are for use in exports.

Driclad is a system by which valuable equipment can be stored in dry air enclosed and protected by a flexible plastic cover. The covers are re-usable and provide an effective barrier to the transmission of moisture and water vapour under extreme conditions of climate, temperature and humidity.

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on July 5, 1968)

The next full supplement will be published on November 1.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

ADDITIONS – 1969

Sydney: INTERNATIONAL TRADE FAIR – October 16-25, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

ADDITIONS – 1971

Wellington: INTERNATIONAL TRADE FAIR – August 18-September 4, 1971
A possible British Pavilion.
(Mrs. I. M. Janzen, Ext. 2489)

(b) SPECIALIZED

DELETE – 1968

Turin: INTERNATIONAL MOTOR SHOW – October 30-November 10, 1968

DELETE – 1969

Munich: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 1-9, 1969
Turin: DOMESTIC ARTS EXHIBITION – March 14-27, 1969
Turin: COMMERCIAL VEHICLE EXHIBITION – April 12-20, 1969
Hong Kong: HOSPITAL EQUIPMENT EXHIBITION – May 1969
Zurich: PROSPOSED BRITISH CLOTHING EXHIBITION – August 26-September 20, 1969
(Mr. T. E. Kerfoot, Ext. 3071)

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

AMENDMENTS – 1968

Tokyo: AEROSPACE SHOW – October 9-13, 1968
Official Information stand.
This entry should be amended to read:
A Trade Information stand manned by the Society of British Aerospace Companies.
(Mrs. I. M. Janzen, Ext. 2489)

Wiesbaden: INTERNATIONAL MILLINERY FAIR (INTERHUT) – December 1-3, 1968
This entry should be amended to read:
A Trade Information stand occupied by London Wholesale Millinery Manufacturers Association.

AMENDMENTS – 1969

New York: DISPLAY OF BRITISH CHIRDREN'S WEAR – January 1969
This entry should be amended to read: January 3-14, 1969.

Copenhagen: INTERNATIONAL FAIR FOR KNITWEAR AND UNDERWEAR – February 2-5, 1969
A joint venture with the Clothing Export Council in conjunction with the Hosiery and Knitwear Export Group.
(Mr. A. G. Pearson, Ext. 2398)

(Continued on next page)

At the recent International Woodworking Machinery and Furniture Supply Fair, in Louisville, Kentucky, several well-known British companies exhibited their products through a joint venture between the Board of Trade and the Machine Tool Trade Association. On the opening day of the Fair, Mr. J. E. T. Thorne (left), HM Consul (Commercial) in Cleveland, Mr. M. K. Farmer of Interwood Ltd., and the Mayor of Louisville, Mr. Kenneth A. Schmied (right), examine an automatic contour routing machine manufactured by Interwood.

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 20-23, 1969
This entry should be amended to read:
Probable joint ventures with:
(i) Federation of British Horticultural Exporters,
(ii) British Artmetal Manufacturers Export Group,
(iii) British Electrical and Allied Manufacturers Association,
(iv) Hardware Manufacturers Association,
(v) United Kingdom Cutlery and Silverware Association and
(vi) Federation of British Hand Tool Manufacturers.
Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Verona: INTERNATIONAL AGRICULTURAL EXHIBITION – March 9-17, 1969
This entry should be amended to read:
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Utrecht: INTERNATIONAL BUILDING EXHIBITION – April 10-19, 1969
The title of this event should be amended to read:

Utrecht: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April 10-19, 1969

Bologna: INTERNATIONAL BOOK FAIR FOR CHILDREN AND YOUTH – April 10-23, 1969
This entry should be amended to read:
A trade information stand manned by the Book Development Council.
(Miss F. King, Ext. 2782)

Vienna: LADIES FASHION SHOW – April 1969
This entry should be amended to read:
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Düsseldorf: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 10-16, 1969
This entry should be amended to read:
Probable joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.

Tokyo: THIRTY SIXTH BUSINESS EQUIPMENT SHOW – May 1969
This entry should be amended to read: May 25-30, 1969.

Santarem: RIBATEJO INTERNATIONAL AGRICULTURAL FAIR – June 1969
This entry should be amended to read:
A possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – October 4-10, 1969
This entry should be amended to read:
Possible joint ventures with the British Food Export Council and the Food Machinery Association. Firms interested in participation should contact the Council or the Association.

Düsseldorf: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – October 13-17, 1969
This entry should be amended to read:
Possible joint venture with National Society for Clean Air. Firms interested in participation should contact the Society.

Vienna: LADIES FASHION SHOW – October/November 1969
This entry should be amended to read:
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782)

Mexico City: PROPOSED BRITISH EXHIBITION OF FOOD PROCESSING AND PACKAGING MACHINERY – November 10-15, 1969
This entry should be amended to read: November 12-16, 1969.
(Mrs. I. M. Janzen, Ext. 2489)

ADDITIONS – 1969

Toronto: CANADIAN HARDWARE SHOW – February 3-6, 1969
A possible joint venture with the National Hardware Alliance.
(Miss G. Adams, Ext. 2788)

Foggia: INTERNATIONAL AGRICULTURAL FAIR – April/May 1969
A possible trade information stand manned by The British Agricultural Export Council.
(Miss F. King, Ext. 2782)

Chicago: INSTITUTE OF FOOD TECHNOLOGISTS INDUSTRIAL EXPOSITION – May 11-14, 1969
A possible joint venture with the British Food Export Council.
(Mr. A. F. Fenton, Ext. 2786)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May-June 1969
A possible joint venture with the British Agricultural Export Council.
(Mr. R. J. Ager, Ext. 2783)

Chicago: INDEPENDENT PET INDUSTRY TRADE SHOW – June 2-4, 1969
A possible joint venture with the British Pet Trade Fair Founders Club.
(Mr. A. F. Fenton, Ext. 2786)

New York: UNIVERSE OF PHOTOGRAPHY, PHOTO EXPO '69 – June 7-15, 1969
A joint venture with the British Photographic Export Group.
(Miss J. Coker, Ext. 2624)

Stockholm: GOLVEX '69 – September 1-4, 1969
A possible joint venture with the British Carpet Manufacturers Federation.
(Mr. R. J. Ager, Ext. 2783)

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 6-10, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Milan: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS FLUID '69 – October 21-26, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782)

Rotterdam: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – November 24-28, 1969
A probable joint venture with the Council of British Manufacturers of Petroleum Equipment. Firms interested in participation should contact the Council.
(Mr. T. E. Kerfoot, Ext. 3071)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 7-10, 1969
The Board of Trade will be considering joint ventures with the appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

(c) BRITISH WEEKS and STORE PROMOTIONS

ADDITIONS – 1969

Gerresheimer West Germany: DEUTSCHE SUPERMARKT-HANDELS GmbH – January, 1969
Preliminary notice is given of a British food promotion in 160 supermarket outlets of the Deutsche Supermarkt Group next January. The promotion will cover a wide range of products and manufacturers wishing to offer their products to the Group should contact Herr Franz Neubauer, Leiter der Marketing – Abteilung, Deutscher Supermarkt-Handels GmbH, 4006 Erkrath-Unterbach, Gerresheimer Str. 73/87.

Freiburg West Germany: GOTTLIEB GmbH – March 1969
For a British Fortnight in 75 supermarket branches through South West Germany next March, offers of British foodstuffs, smokers' requisites, umbrellas, pop records and medium priced knitwear priced in DM free into store Freiburg, are invited by Herr Prokurist Becher, Gottlieb GmbH, 78 Freiburg, Hans-Bunter Str. 16.
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Hong Kong: THE WING ON CO. LTD. – February 20-27, 1969
This British promotion will feature clothes, household goods, piece-goods furniture and fabrics, and glassware. The London Buying House is G.U.S. Export International Ltd., 200 Tottenham Court Road, London, W.1 (Tel. 01-636 9192).
(Mr. R. A. Hillier 01-828 1288, Ext. 7240)

Sydney: F. V. RICHARDS & CO. – April 14-28, 1969
This British promotion will feature men's and women's clothing and accessories. The London Buying House is Dix and Simpson Ltd., 21 Old Burlington Street, London, W.1 (Tel. 01-734 5421).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Johannesburg: GREATERMANS LTD. – April 1969
This British Promotion will feature consumer goods of the department store type. The London Buying House is Greatermans Associates Ltd., 35/37 Chiswell Street, London, E.C.1 (Tel. Monarch 3781).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the oard of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1., will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe including East Germany	3558
Cologne, Düsseldorf, Offenback, Weisbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain	
Irish Republic	3072
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Amendments – 1969

PARIS: CARPET AND FLOOR COVERINGS EXHIBITION – January
The date should be amended to read January 15-20.

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January 18-22
The date should be amended to read January 22-26.

STOCKHOLM: SWEDISH FURNITURE FAIR – February 6-9
The address of the United Kingdom agents, Marketing Exhibitions Ltd., should be amended to read: 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February
The date should be amended to read February 20-23.

STOCKHOLM: FORESTRY WEEK – February 22-26
The address of the United Kingdom agents, Marketing Exhibitions Ltd., should be amended to read: 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION – March
The date should be amended to read March 1-16.

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April
The date should be amended to read March 28-April 2.

UTRECHT: INTERNATIONAL BUILDING EXHIBITION – April 10-19
The title of this event should be amended to read:
UTRECHT: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April 10-19.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April
The date should be amended to read April 12-17.

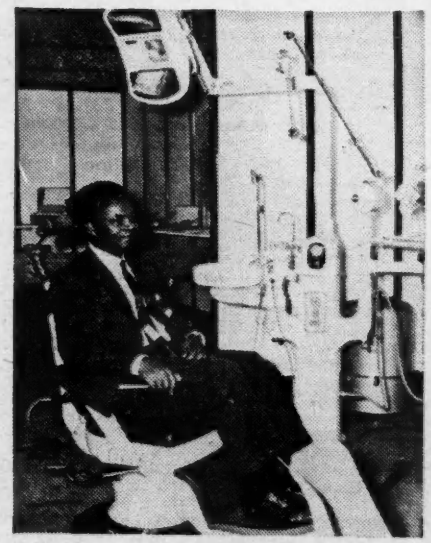
STOCKHOLM: PROTECTION 69 – April 21-26
The address of the United Kingdom agents, Marketing Exhibitions Ltd., should be amended to read: 113-123 Upper Richmond Road, London, S.W.15 (Tel. 01-788 1186).

STOCKHOLM: ST. ERIK'S FAIR – August/September
The address of the United Kingdom agents, Marketing Exhibitions Ltd., should be amended to read: 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

GENEVA: FIRST EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION – September 18-28
Apply: (Mr. T. E. Kerfoot, Ext. 3071).
This entry should be amended to read:
GENEVA: FIRST EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION – September 18-28
Apply: Festival Secretariat, Quai de l'Ecole-de-Medecine 16, 1211 Geneva 4.

STOCKHOLM: TECHNICAL FAIR – *September*/October
The date should be amended to read: October 1-7
The address of the United Kingdom agents, Marketing Exhibitions Ltd., should be amended to read: 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

STOCKHOLM: TECHNICAL FAIR – October 4-10
The address of the United Kingdom agents, Marketing Exhibitions Ltd., should be amended to read: 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).



Mr. John Lwamafa, Uganda Minister of Health, tries out the dentist's chair on the stand of A. P. International Ltd. at the Kampala, Uganda, Medical Show.

STOCKHOLM 69 – November
The date should be amended to read October 17-24
The address of the United Kingdom agents, Marketing Exhibitions Ltd., should be amended to read: 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

Additions – 1969

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 6-11
Apply, Commissaire Generale, 16, Rue de Presles, Paris 15e.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 8-16
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

(Continued on next page)

COPENHAGEN: FASHION FAIR – March 23-26
Apply, Udstillingshallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen U.

SAARBRUCKEN: INTERNATIONAL SAAR FAIR – April 12-20
* Apply, Internationale Saarmesse Messegelande, 66 Saarbrucken.

BERLIN: PHARMACEUTICAL AND MEDICO-TECHNICAL EXHIBITION – May 27-June 1
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

STUTTGART: GERMAN RADIO AND TELEVISION EXHIBITION – August 29-September 7
Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, London, S.W.16. (Tel 01-769 0950).

PARIS: RADIO AND TELEVISION EXHIBITION – August 30-September 8
Apply, Commissaire Generale, 16, Rue de Presles, Paris 15e.

STOCKHOLM: CARPET EXHIBITION (GOLVEX) – September 1-4
Apply, Mr. Paul Asp, Nortullsgatan 10, S 113 27, Stockholm, Sweden.

BERLIN: GERMAN INDUSTRIES EXHIBITION – September 19-28
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

COPENHAGEN: FASHION FAIR – September 21-24
Apply, Udstillingshallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen U.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT) – September 28-October 6
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

ROTTERDAM: OFFSHORE DRILLING AND PRODUCTION EXHIBITION (ODPEX) – November 24-28
Apply, Scientific Surveys Ltd, 11a Gloucester Road, London, SW7 (Tel. 01-584 2945).

Additions – 1970

COPENHAGEN: INTERNATIONAL PACKAGING EXHIBITION – April 1-6
Apply, UFESAS, Ryvangs Alle 20, 2100 Copenhagen Ø.

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS AUTOMATION AND INSTRUMENTS – September-October
Apply, Sekretariat, Julius Thomsens Plads 1, Copenhagen.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Additions – 1969

CHICAGO: INSTITUTE OF FOOD TECHNOLOGISTS INDUSTRIAL EXPOSITION – May 11-14
Apply, Institute of Food Technology, 221, N. La Salle Street, Chicago, Illinois.

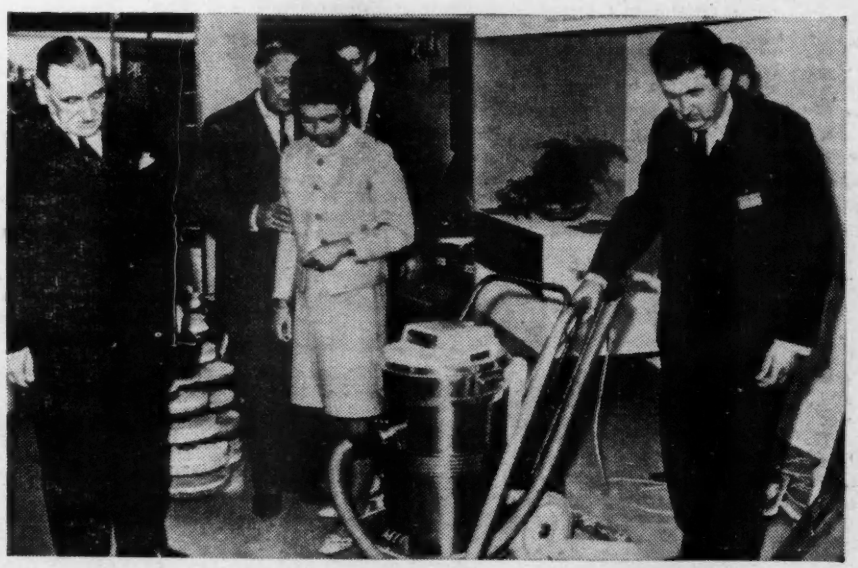
CHICAGO: INDEPENDENT PET INDUSTRY TRADE SHOW – June 2-4
Apply, H. H. Backer Associates, 2151 N. Hudson Ave, Chicago, Illinois 60614.

CHICAGO: NATIONAL ELECTRONICS CONFERENCE – December 7-10
Apply, National Electronics Conference Inc, 228 N. La Salle Street, Chicago, Illinois.

Addition – 1971

WELLINGTON: INTERNATIONAL TRADE FAIR – August 18-September 4
Apply, Wellington Show Association, Box 6141, Wellington, NZ.

Looking at British motor cycles at the International Cycle and Motor Cycle Exhibition Cologne. Fourteen United Kingdom firms exhibited at the Exhibition, 10 of whom took part in a joint venture organized by the British Cycle and Motor Cycle Industries Federation Ltd., in conjunction with the Board of Trade,



The Vienna and Brno Trade Fairs were chosen by Cimex, the Orpington, Kent, manufacturers, for the launching of their new powerful VC1 vacuum suction machine, capable of picking up both wet and dry waste. Picture shows the Mayor of Vienna, Herr Bruno Marek, with Frau Friedl Scheybal, Austrian agent for Cimex, on the company's stand at Vienna. They are examining the new vacuum unit,

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1969

LONDON: INTERNATIONAL BUILDING EXHIBITION – November. At Olympia
The dates of this event are November 12-25.

Additions – 1969

HARROW-ON-THE-HILL: 21ST INTERNATIONAL PUBLIC ADDRESS EXHIBITION – March 13-17. At Kings Head Hotel
* Apply, Mr. A. J. Walker, Association of Public Address Engineers, 394, Northholt Road, South Harrow, Middlesex (Tel. 01-422 4825).

MANCHESTER: 1969 BFM MANCHESTER EXHIBITION – August 11-14. At Belle Vue and City Hall
* Apply, BFM Exhibitions Ltd., 17 Berners Street, London, W1 (Tel. 01-580 5115).

Additions – 1970

LONDON: SHIPS GEAR INTERNATIONAL '70 – July 13-17. At Olympia
† Apply, Municipal & Industrial Exhibitions Ltd., 3 Clements Inn, London WC2 (Tel. 01-242 1200).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

Swaziland

THE BRITISH GOVERNMENT has agreed to make an interest-free loan to Swaziland of £400,000 towards the cost of certain projects contained in Swaziland's Capital Budget 1968-69.

The loan has been allocated as follows:

1. Loan of £58,343 for a teacher training centre.
2. Loan of £10,502 for a new secondary school.
3. Loan of £19,837 for residence for Ngwenyama.
4. Loan of £40,000 for provision of Government quarters.
5. Loan of £14,586 for urban area development.
6. Loan of £14,586 for Community development.
7. Loan of £14,586 for renovations to hospitals, etc.
8. Loan of £64,178 for telecommunications development and plant renewal.
9. Loan of £7,002 for Goedgegun water supply.
10. Loan of £14,586 for Swazi administrative buildings and housing.
11. Loan of £2,625 for publications – Soils of Swaziland.
12. Loan of £1,167 for publication of geological maps.
13. Loan of £58,343 for credit and savings bank.

Inquiries concerning this notice should be addressed to Board of Trade, Commercial Relations and Exports Department, Room 335, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting reference CRE 22640/G.

Ghana

THE MINISTRY of Overseas Development is increasing its 1968 loan to Ghana by £1 million. An agreement to this effect was signed in Accra on September 20.

The original 1968 loan was £2.8 million for the purchase of British goods and services. The additional £1 million has already been committed and will include a down payment for the purchase of 10 diesel locomotives which the Ghana Railways and Ports Administration is ordering from English Electric. The additional £1 million will be on the same terms as the existing loan, i.e. 25 years maturity, interest bearing with a waiver on interest for seven years and a five-year grace period on capital repayments.

Inquiries concerning this notice should be addressed to Crown Agents for Oversea Governments and Administrations, 4 Millbank, London, S.W.1 (Tel. 01-222 7730).

United Kingdom/Malawi air service agreement signed

AN AIR SERVICES AGREEMENT permitting the designated airlines of Malawi and the United Kingdom to operate reciprocal services between London and Blantyre was signed in Blantyre on September 27, by Mr. John Msonthi, the Malawi Minister of Transport and Communications, and Mr. T. S. Tull, the British High Commissioner. British Overseas Airways Corporation has been operating this service since November, 1966 under a temporary authorization from the Malawi Government.

Note:

Agreement was reached on the text of a bilateral air services agreement when representatives of the aeronautical authorities of Malawi and the United Kingdom met in London from June 6 to 10 this year (see *Board of Trade Journal*, June 21, page 1852).

Yugoslavia and Sudan

THE BRITISH EMBASSY in Belgrade has reported that a Trade Protocol was signed on September 11 between Yugoslavia and Sudan.

The protocol provides for an extended list of goods to be exchanged, and existing credit arrangements, valued at about $10 million, to finance Sudanese imports of Yugoslav goods, are prolonged.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

Double taxation — Grenada

THE BOARD of Inland Revenue announce that the agreement amending the arrangement made with Grenada in 1949 was published on September 25 as a Schedule to a draft Order in Council.

Mr. Oram sees British aid to Latin America

PROJECTS IN ECUADOR and Colombia that have been supported by British aid funds have been visited by Mr. A. E. Oram, Parliamentary Secretary, Ministry of Overseas Development, who left for Quito on September 25. On September 28, Mr. Owen attended the inauguration of the El Ambi hydro-electric power plant at Ibarra in north-east Ecuador, constructed with the help of part of a British £600,000 loan for a scheme to provide electrical energy in the north of the country. In Colombia the main purpose of Mr. Oram's visit was to attend on October 3, the opening by the President of Colombia, Dr. Lleras Restrepo, of the Foundry Workers' Training School built by the Colombia National Apprenticeship Service (SENA) at Bucaramanga. Britain, under her aid programme to Colombia, has provided a British Principal for the School (who designed the plant), two instructors and £25,000 worth of equipment.

Hints to businessmen visiting Japan and Thailand

REVISED EDITIONS of the booklets on Japan and Thailand have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.1 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ANGOLA

(192/68) Log Loading Machines for Ports, Railways and Transports Department. November 20. E.S.B. 36560/68.

ARGENTINA

Agua y Energia Electrica:
(189/68) Transformers. October 23. E.S.B. 35921/68.
(189/68) Transformers. October 28. E.S.B. 35922/68.
(190/68) Construction of Dam and Aqueduct for Ministerio de Obras Publicas. October 30. E.S.B. 35927/68.
(189/68) Telephone Equipment for Servicios Electricos del Gran Bueros Aires SA. October 17. E.S.B. 35915/68.*

AUSTRALIA

Department of Civil Aviation:
(190/68) Potentiometric Recorder. November 12. E.S.B. 35767/68.*
(192/68) Antennae. December 10. E.S.B. 36540/68.
(189/68) Ruby Laser Rod, Pellicle Beam Splitters for Department of Supply. October 23. E.S.B. 35729/68.*
(189/68) Switch Units for Electric Supply Committee. (Further Information.) Tender documents now available. E.S.B. 35285/68.*
(191/68) Sewage Treatment Works Structures for Engineering and Water Supply Department. October 31. E.S.B. 36515/68.*
(192/68) Conductors for State Electricity Commission of Queensland. October 16. E.S.B. 36503/68.*
(191/68) Overhead Travelling Cranes for State Electricity Commission of Victoria. October 21. E.S.B. 35727/68.*
(191/68) Steel Strand for Wide Bay Burnett Regional Electricity Board. October 16. E.S.B. 36504/68.*

BELGIUM

(189/68) Calibration Vans for SHAPE. November 25. E.S.B. 36368/68.*

BRAZIL

Centrais Electricas de Goias, SA:
(190/68) Generator. December 12. E.S.B. 36346/68.
(192/68) Generator. (Further Information.) E.S.B. 36546/68.*
Companhia Auxiliar de Empresas Electricas Brasileiras:
(189/68) Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 35595/68.*
(191/68) Conductors, Cables, Tools and Accessories. November 4. E.S.B. 36388/68.
(192/68) Diesel Shunting Locomotives for Cia Docas de Santos. October 25. E.S.B. 35928/68.*

BURMA

(189/68) Laboratory Plant for Burma Pharmaceutical Industry. November 15. E.S.B. 35973/68.*
Myanma Export Import Corporation:
(189/68) Beer Bottles. November 15. E.S.B. 35972/68.*
(191/68) Graphite Powder. October 16. E.S.B. 36502/68.*
People's Oil Industry:
(189/68) Tin Plates. November 15. E.S.B. 35971/68.*
(191/68) Tug Spare Parts. October 20. E.S.B. 36397/68.*
(191/68) Motor Spare Parts. October 20. E.S.B. 36501/68.*
(191/68) Welding Sets. October 31. E.S.B. 36508/68.*
(191/68) Caustic Soda. October 20. E.S.B. 36513/68.*
Union of Burma Railway Board:
(189/68) Rivets. November 5. E.S.B. 35940/68.*
(189/68) Steel Sheets. November 5. E.S.B. 35939/68.*
(189/68) Steel Bars. November 7. E.S.B. 35941/68.*
(189/68) Packing and Refractory Materials. November 7. E.S.B. 35937/68.*
(189/68) Glass, Lamps and Wicks. November 7. E.S.B. 35936/68.*
(189/68) Files. November 5. E.S.B. 35938/68.*
(190/68) Bolts and Nuts. November 7. E.S.B. 36000/68.*

CANADA

(188/68) Generating Sets for Manitoba Hydro. (Further Information.) E.S.B. 35341/68.*

CEYLON

(189/68) Ceramic Plant Machinery Equipment for Ceylon Ceramics Corporation. December 5. E.S.B. 35984/68.*
(190/68) Generating Sets for Ceylon Fisheries Corporation. October 30. E.S.B. 36329/68.
(192/68) Boring and Turning Mill for Ceylon Government Railway. December 20. E.S.B. 36550/68.
(192/68) Forklift Trucks for Ceylon Petroleum Corporation. November 15. E.S.B. 36525/68.
Colombo Municipal Council:
(190/68) Printing Machinery and Equipment. November 21. E.S.B. 36330/68.*
(190/68) Vehicles. November 5. E.S.B. 36331/68.*
(191/68) Cement for Co-operative Wholesale Establishment. (Further Information.) Tender documents now available. E.S.B. 35378/68.*
Department of Health:
(192/68) Bandages; Sanitary Towels. November 15. E.S.B. 36523/68.
(192/68) Pharmaceuticals. November 22. E.S.B. 36537/68.*
(192/68) Lifts for Department of Government Electrical Undertakings. November 5. E.S.B. 36524/68.
(191/68) Water Supply Scheme for Drainage and Local Government Works, Division of Water Supply. (Further Information.) Tender documents now available. E.S.B. 34614/68.*
(190/68) Sulphur for Eastern Paper Mills Corporation. October 31. E.S.B. 36328/68.*
(190/68) Excavating Plant and Equipment for River Valley Development Board. (Further Information.) Tender documents now available. E.S.B. 35314/68.*
(190/68) Hydraulic Jacks for Sri Lanka Sugar Corporation. (Further Information.) E.S.B. 35339/68.*

COSTA RICA

La Caja Costarricense de Seguro Social:
(190/68) Pharmaceuticals. October 24 and November 8 respectively. E.S.B. 36373/68*, E.S.B. 36377/68.*
(190/68) Pharmaceuticals. November 18 and 26 respectively. E.S.B. 36375/68*, E.S.B. 36376/68.
(191/68) Pharmaceuticals. November 1. E.S.B. 36374/68.*
(192/68) Hospital Equipment. October 18. E.S.B. 35543/68.*

GERMANY, FEDERAL REPUBLIC OF

(192/68) Signal System for Hanover Underground System. (Advance Information.) E.S.B. 35296/68.
(190/68) Construction of Heating Plant for NATO. October 15. X.P. 1049/68.

GREECE

(191/68) Electroencephalograph and Paper for Evangelismos Hospital. October 17. E.S.B. 36356/68.
Hellenic State Railways:
(188/68) Ticket Printing Machines. October 22. E.S.B. 35230/68.*
(190/68) Bearings. October 25. E.S.B. 36308/68.*
(190/68) Propeller Shafts. October 29. E.S.B. 36307/68.*
(190/68) Communications Equipment. October 25. E.S.B. 36313/68.*
(190/68) Cranes. October 22. E.S.B. 36303/68.*
Ministry of Commerce:
(188/68) Recording Tapes. October 16. E.S.B. 35350/68.*
(190/68) Camera. October 23. E.S.B. 36318/68.*
(190/68) Blood Transfusion Equipment. October 16. E.S.B. 36316/68.*
(190/68) Phials. October 14. This tender offer is being repeated. E.S.B. 11200/68.*
(190/68) Vehicles. October 16. E.S.B. 36323/68.*
(190/68) Electrical Equipment. October 18. E.S.B. 36320/68.*
(192/68) Laboratory Equipment. October 30. E.S.B. 36518/68.*
(192/68) Medical and Surgical Materials. October 18. E.S.B. 36517/68.*
Public Power Corporation:
(190/68) Tin. October 25. E.S.B. 36335/68.
(191/68) Control and Adjustment Plant. November 1. E.S.B. 36398/68.
(192/68) Steel Wheels. November 4. E.S.B. 36558/68.

HONDURAS, REPUBLIC OF

(189/68) Warehouse Equipment for Empresa Nacional Portuaria. December 4. E.S.B. 35933/68.

HONG KONG

(192/68) Taps and Waste Fittings for Tender Board, Colonial Secretariat. October 18. E.S.B. 36531/68.*

INDIA

Bharat Heavy Electricals Ltd.:
(192/68) Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 35376/68.
(192/68) Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 35377/68.*
Bokaro Steel Ltd.:
(189/68) Construction of Gas Air Mains and Equipment. October 28. E.S.B. 35363/68.
(189/68) Water Treatment Plant. (Further Information.) E.S.B. 33645/68.
(190/68) Rectifier Sets for Central Railway Headquarters Office. (Further Information.) The closing date has been postponed to November 15. E.S.B. 31959/68.
Chittaranjan Locomotive Works:
(192/68) Steel Plates. November 12. E.S.B. 36534/68.
(192/68) Motor Exhauster Set. November 1. E.S.B. 36549/68.
(192/68) Steel. November 8. E.S.B. 36535/68.
(192/68) Compressor Sets. November 1. E.S.B. 36548/68.*
(192/68) Spring Steel Bar. November 1. E.S.B. 36533/68.
(192/68) Copper Conductor. November 8. E.S.B. 36553/68.
(191/68) Strip Charts for Damodar Valley Corporation. (Further Information.) Tender documents now available. These products are available indigenously, it is therefore unlikely that overseas tenders will be considered. E.S.B. 34726/68.*
Directorate General of Supplies and Disposals:
(190/68) Testing Machine. October 25. E.S.B. 36333/68.*

(Continued on next page)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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BRITAIN'S ONLY BANK IN LATIN AMERICA, SPAIN AND PORTUGAL

(191/68) Power Press. October 29. E.S.B. 36380/68.*
(189/68) Welding Sets for Heavy Engineering Corporation Ltd. October 28. E.S.B. 35369/68.
(192/68) Wire for Hindustan Cables Ltd. October 23. E.S.B. 36526/68.
(190/68) Fork-Lift Truck for Hindustan Shipyard Ltd. October 23. E.S.B. 36325/68.
Hindustan Steel Ltd.:
(189/68) Tractor Dozers. October 29. E.S.B. 35908/68.
(189/68) Dozer Shovels. October 28. E.S.B. 35911/68.
National Coal Development Corporation Ltd.:
(190/68) Bearing. October 30. E.S.B. 35918/68.
(190/68) Friction Roller Bearing. October 24. E.S.B. 35916/68.
(190/68) Axle and Wheel. October 28. E.S.B. 35917/68.
(190/68) Shot or Pellets. October 22. E.S.B. 35919/68.
(190/68) Graphite Powder. October 25. E.S.B. 35901/68.

IRAN

(192/68) Laboratory Equipment for Iranian Tobacco Monopoly. November 23. E.S.B. 36557/68.*
(190/68) Steel Tunks for Tehran Regional Water Board. November 16. E.S.B. 33871/68.*

IRAQ

(189/68) Bleaching Dyeing and Finishing Machine for General Spinning and Weaving Company. October 30. E.S.B. 35779/68.
(189/68) Air Cooler Components for Hilal Industrial Company, SA. Closing date not stated. E.S.B. 35784/68.
Iraqi Ports Administration:
(188/68) Carving Machine. (Further Information.) E.S.B. 35117/68.*
(188/68) Brushes. (Further Information.) E.S.B. 35118/68.*
(188/68) Manhole Fumes Extractors. (Further Information.) E.S.B. 35116/68.*
(189/68) Chemicals. October 23. E.S.B. 35799/68.
(189/68) Nylon and Artificial Yarn and Rubber Thread for Kut Knitting Company. Closing date not stated. E.S.B. 35780/68.
(188/68) Telephones Sets and Spare Parts for Ministry of Communications. (Further Information.) E.S.B. 35119/68.*
(190/68) Construction of Television Transmitting Building for Ministry of Culture and Guidance. (Further Information.) E.S.B. 14450/68.
Ministry of Defence:
(188/68) Sand Bags. October 19. E.S.B. 35786/68.
(189/68) Generating Sets. October 26. E.S.B. 35787/68.
(189/68) Truck Spares. November 2. E.S.B. 35791/68.
(189/68) Vehicle Spare Parts. November 2. E.S.B. 35792/68.
(189/68) Tyres and Tubes. November 2. E.S.B. 35794/68.
(189/68) Electrical Material. October 19. E.S.B. 35795/68.
Ministry of Municipal and Rural Affairs:
(188/68) Street Lighting Time Switches and Lighting. (Further Information.) E.S.B. 34241/68.*
(189/68) Diesel Sets; Construction of Power House. November 9. E.S.B. 35907/68.
(189/68) Cables and Accessories. November 16. E.S.B. 35782/68.
(189/68) Pumps for Ministry of Oil and Minerals. October 22. E.S.B. 35903/68.*
(189/68) Meters for National Electricity Administration. November 9. E.S.B. 35901/68.
(189/68) Firebricks for Sarchinar Cement Factory. October 25. E.S.B. 35800/68.

IRISH REPUBLIC

(192/68) Swimming Pool for Ballinasloe Urban District Council. October 31. E.S.B. 36530/68.
(190/68) Drainage Improvement Scheme for Dublin Corporation. October 29. E.S.B. 35994/68.
(192/68) Radio Telephones for Sligo County Council. November 6. E.S.B. 36529/68.
(192/68) Construction of Dwellings for Wexford County Council. October 25. E.S.B. 36528/68.

JORDAN

(190/68) Abattoir Equipment for Amman Municipality. October 16. E.S.B. 35761/68.

KUWAIT

Ministry of Electricity and Water:
(190/68) Electrical Supplies. October 22. E.S.B. 35985/68.*
(190/68) Gas Meters; Recording Paper. October 22. E.S.B. 35986/68.*

LEBANON

(190/68) Fire Fighting Equipment for Lebanese Directorate of Civil Aviation. October 26. E.S.B. 35982/68.*

LIBYA

(192/68) Construction of Buildings for Ministry of Finance. January 20, 1969. E.S.B. 36564/68.

MEXICO

(192/68) Electric Meters for Mexican Light and Power Co. October 23. E.S.B. 36562/68.*

MALAGASY REPUBLIC

(191/68) Construction of a School Complex for M. Le Directeur General de l'Equipment et de l'Aeronautique. (Further Information.) Tender documents now available. E.S.B. 23423/68.*

MALAWI

(189/68) Transformers for Mudi River Water Board. (Further Information.) The closing date has been postponed to October 11. E.S.B. 30065/68.

MALAYSIA

(189/68) Construction of Irrigation System for Ministry of Agriculture and Co-operative. October 24. E.S.B. 35974/68.*
Sabah State Tenders Board:
(189/68) Pumping Plant. November 25. E.S.B. 35759/68.*
(189/68) Water Treatment Plant. November 18. E.S.B. 35760/68.*

MALTA

Treasury:
(190/68) Ceiling Fans. October 24. E.S.B. 35981/68.*
(190/68) Refrigeration Plants. October 24. E.S.B. 35978/68.*
(190/68) Milk Bottles. October 24. E.S.B. 35980/68.*
(190/68) Ammonia Condenser. October 24. E.S.B. 35977/68.*
(190/68) Workshop Machinery. October 24. E.S.B. 35976/68.*
(190/68) Bright Steel. October 24. E.S.B. 35979/68.*
(191/68) Cables for Malta Electricity Board. October 22. E.S.B. 36378/68.*

NEW ZEALAND

(192/68) Filament Cloth for Department of Health. October 29. E.S.B. 36511/68.*
(190/68) Steel Masts for General Post Office. October 17. E.S.B. 36327/68.*
(189/68) Paper for Government Printing Office. October 16. E.S.B. 35387/68.*
New Zealand Government Railways:
(190/68) Heating Furnace. November 20. E.S.B. 36370/68.
(192/68) Steel Wheel and Axle Sets. November 6. E.S.B. 36512/68.

PAKISTAN

(189/68) Cement for Directorate of Supply. November 4. E.S.B. 35935/68.
(191/68) Printing Machines; Resistors; Hand Drills for Pakistan Western Railway. November 12. E.S.B. 36505/68.

PAPUA AND NEW GUINEA

(188/68) Telephone Cable for Supply and Tenders Board. (Further Information.) Closing date postponed to December 10. E.S.B. 31934/68.

SAUDI ARABIA

(190/68) Wire Fences for General Directorate of Civil Aviation. October 18. E.S.B. 36146/68.

SOUTH AFRICA

(191/68) Trucks for Tender Board, South West Africa Administration. October 22. E.S.B. 36246/68.*

SUDAN

(192/68) Paper for Government Printing Press. Closing date postponed to November 20. E.S.B. 32734/68*. 32743/68.*
(190/68) Joists for Ministry of Works. October 16. E.S.B. 35964/68.*

TAIWAN

Central Trust of China:
(188/68) Roof Tank Seal. October 29. E.S.B. 35704/68.*
(189/68) Tools; Measuring Instruments; Lorry. October 17. E.S.B. 35752/68.
(189/68) Tyres and Tubes. October 21. E.S.B. 35741/68.*
(189/68) Railway Signal Maintenance Materials. October 18. E.S.B. 35712/68.*
(189/68) Tioping Wagon Parts. October 16. E.S.B. 35754/68.*
(189/68) Temperature Controller. October 18. E.S.B. 35709/68.*
(190/68) Railway Carriages. October 21. E.S.B. 35740/68.*
(190/68) Alloy Steel Rolls and Collar. October 16. E.S.B. 35758/68.*
(190/68) Railway Signal System. November 13. E.S.B. 35748/68.*
(190/68) Metal Hose. October 17. E.S.B. 35749/68.*
(192/68) Welder. October 21. E.S.B. 36578/68.*

THAILAND

(190/68) Electrical Power Switches for Metropolitan Electricity Authority. November 4. E.S.B. 35967/68.*
(190/68) Insulators for Provincial Electricity Authority. October 18. E.S.B. 35953/68.
(191/68) Amplifiers for State Railway of Thailand. October 21. E.S.B. 36385/68.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:
(192/68) Street Lighting Fittings. November 29. E.S.B. 36269/68.*
(192/68) Tubular Steel Poles. November 29. E.S.B. 36516/68.*

TUNISIA

(191/68) Consultancy Services for President Directeur General, Socomena. Closing date postponed to October 25. E.S.B. 32812/68.*
(191/68) Wire Drawing Plant for Societe Tunisienne de Siderurgie. Closing date postponed to October 31. E.S.B. 28504/68.*

TURKEY

(190/68) Medical and Surgical Instruments and Apparatus for Land Forces Command. October 28. E.S.B. 36361/68.*
(189/68) Sheet Piling for Naval Forces Command. October 17. E.S.B. 35925/68.*
(190/68) Drilling Bits for State Hydraulic Works. October 18. E.S.B. 36362/68.*
State Railway Administration:
(190/68) Excavators. October 24. E.S.B. 36363/68.*
(190/68) Heating System. October 25. E.S.B. 35925/68.
(190/68) Laboratory Equipment for Turkish General Staff Research and Development Department. October 24. E.S.B. 36360/68.*
(189/68) Transformer Station Equipment for Turkiye Cimento Sanayii TAS. November 4. E.S.B. 35205/68.*

UGANDA

(191/68) Construction of Airport Runway and Taxiway for Central Tender Board. October 28. E.S.B. 36244/68.*

UNITED STATES OF AMERICA

(192/68) Transformers for Bonneville Power Administration. October 18. E.S.B. 36536/68.*
United States Bureau of Reclamation:
(189/68) Switches. (Further Information.) E.S.B. 16389/68.*
(189/68) Oil Cable Systems. Closing date further postponed to October 17. E.S.B. 25690/68.*
(192/68) Circuit Breakers. (Preliminary Information.) October 24. E.S.B. 36572/68.
(192/68) Oil Cable Systems. (Further Information.) Closing date is further postponed to November 17. E.S.B. 25690/68.*

URUGUAY

(191/68) Antibiotics for Ministry of Public Health. October 16. E.S.B. 36384/68.
State Oil and Alcohol Monopoly:
(191/68) Agricultural Machinery (Further Information.) Tender documents now available. E.S.B. 35272/68.*
(191/68) Catalyzer. (Further Information.) Tender documents now available. E.S.B. 35271/68.*
State Waterworks:
(191/68) Lighting Set. 1st call October 21, 2nd call October 22. E.S.B. 36382/68.
(191/68) Transmission Shafts; Rubber Couplings and Bearings. 1st call October 23, 2nd call October 24. E.S.B. 36383/68.

VIETNAM

Industrial Development Center:
(188/68) Nylon Roof Manufacturing Plant. October 30. E.S.B. 35726/68.*
(192/68) Radio Components Manufacturing Plant. November 15. E.S.B. 36573/68.*

ZAMBIA

(190/68) Hosiery for Central Supply and Tender Board. October 25. E.S.B. 35969/68.*

EXPORT SERVICE

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(190/68) Agency inquiry for cosmetics; hosiery; knitwear; ties. E.S.B. 34948/68.

Australia
(188/68) Agency inquiry for battery chargers. E.S.B. 35684/68.
(192/68) Agency inquiry for automatic machinery. E.S.B. 36439/68.
(188/68) Inquiry for hospital ward furniture; orthopaedic equipment etc.; surgical appliances. E.S.B. 35458/68.

Australia – Waiver of British Preference
(189/68) Inquiry for banding machine. E.S.B. A/68/68.
(191/68) Inquiry for electronmagnetic clutch replacement parts. E.S.B. S/77/68.
(191/68) Inquiry for transistors. E.S.B. S/76/68.
(192/68) Inquiry for ethylene dichloride. E.S.B. S/81/68.
(192/68) Inquiry for fluorochemical surfactant. E.S.B. S/80/68.
(192/68) Inquiry for foam tape. E.S.B. S/79/68.
(192/68) Inquiry for powerband belts. E.S.B. S/78/68.
(192/68) Inquiry for turbo generators and associated plant – further information. E.S.B. A/59/68.

Austria
(193/68) Agency inquiry for acoustic ceiling plates. E.S.B. 36476/68.
(195/68) Inquiry for crane fittings. E.S.B. 36654/68.

Bahamas
(188/68) Inquiry for bed linens; beverages; chinaware; cleaning chemicals; foodstuffs; marine supplies; uniforms. E.S.B. 35825/68.
(188/68) Inquiry for detergent. E.S.B. 35876/68.
(191/68) Inquiry for hotel construction equipment; hotel equipment. E.S.B. 36281/68.

Bolivia
(190/68) Inquiry for wire coating machinery. E.S.B. 31701/68.

Brazil
(192/68) Agency inquiry for crawler tractors; front piece goods; handkerchiefs; linen; suiting fabric. E.S.B. 23109/68.
(191/68) Agency inquiry for PVC resins. E.S.B. 13050/68.
(192/68) Agency inquiry for crawler tractors; front end loaders. E.S.B. 36286/68.

Brunei
(188/68) Inquiry for cracker making machinery. E.S.B. 35624/68.

Bulgaria
(189/68) Inquiry for section steel. E.S.B. 11226/68.

Canada
(188/68) Inquiry for foodstuffs. E.S.B. 34600/68.
(190/68) Inquiry for shirts. E.S.B. 7970/68.
(192/68) Inquiry for chamois. E.S.B. 36168/68.

† For further details of the 'Export Service Bulletin' see page 936.

Canary Islands
(189/68) Inquiry for bottling plant. E.S.B. 36043/68.

Curacao
(193/68) Inquiry for amplifiers; golf balls; radios and loud speakers; record needles; tape recorders; watches. E.S.B. 36467/68.
(193/68) Inquiry for ceramic figurines. E.S.B. 36606/68.

Ceylon
(191/68) Inquiry for adhesives; boards and hard boards; laminated sheets. E.S.B. 36275/68.

Denmark
(190/68) Inquiry for toys. E.S.B. 31357/68.
(191/68) Inquiry for furniture. E.S.B. 36277/68.

Ecuador
(188/68) Inquiry for pigments. E.S.B. 27130/68.

El Salvador
(190/68) Inquiry in respect of harbour extension, management, operations and equipment. E.S.B. 23865/68.

Finland
(188/68) Inquiry for ribbons. E.S.B. 31791/68.
(189/68) Inquiry for trailer turntables. E.S.B. 11840/68.

France
(188/68) Agency inquiry for ceiling, wall and floor coverings. E.S.B. 35535/68.
(190/68) Agency inquiry for resin based facings. E.S.B. 35888/68.
(191/68) Agency inquiry for communication equipment; domestic and industrial electronic equipment. E.S.B. 36148/68.
(188/68) Exchange control regulations. E.S.B. 1209/G.

Germany, Federal Republic of
(188/68) Agency inquiry for sheepskin. E.S.B. 35441/68.
(188/68) Agency inquiry for shoe materials. E.S.B. 35805/68.
(190/68) Agency inquiry for spirits. E.S.B. 35674/68.
(192/68) Agency inquiry for conveyors; floor cleaning equipment; forklift trucks; vacuum cleaners. E.S.B. 35645/68.
(192/68) Agency inquiry for disposal units. E.S.B. 36187/68.
(188/68) Inquiry for nucleonic instruments and equipment. E.S.B. 35700/68.
(189/68) Inquiry for men's knitwear; trousers. E.S.B. 17322/68.
(190/68) Inquiry for wire. E.S.B. 36069/68.

Greece
(191/68) Inquiry for coin operated meters. E.S.B. 36437/68.

Guyana
(188/68) Inquiry for marine engines. E.S.B. 36046/68.
(189/68) Inquiry for skillet printing and re-winding machine. E.S.B. 36055/68.

Hong Kong
(190/68) Agency inquiry for pharmaceutical preparations; plastic materials; rubber gloves. E.S.B. 35615/68.

India
(191/68) Inquiry for cylinders. E.S.B. 36129/68.

Irish Republic
(188/68) Manufacture under licence – agency inquiry for clothing. E.S.B. 31799/68.

Israel
(188/68) Agency inquiry for dietetic and health foods; food chemicals; grocery items; pharmaceuticals sundries; whisky. E.S.B. 35547/68.
(191/68) Agency inquiry for agricultural tractor implements. E.S.B. 36263/68.
(192/68) Agency inquiry for confectionery; diabetic confectionery. E.S.B. 36197/68.
(193/68) Agency inquiry for electronic and medical equipment. E.S.B. 32351/68.
(191/68) Inquiry for frozen food production machinery. E.S.B. 36401/68.
(193/68) Manufacture under licence – cosmetics; soaps. E.S.B. 36292/68.

Italy
(188/68) Agency inquiry for adhesives; polyester resins; protective paints. E.S.B. 35616/68.
(188/68) Agency inquiry for copper; ferro-alloys; steel scrap. E.S.B. 35589/68.
(188/68) Agency inquiry for soluble tea. E.S.B. 35685/68.
(189/68) Agency inquiry for baby and infant foods; cosmetics; health dietetic food; toilet preparations. E.S.B. 35648/68.
(190/68) Agency inquiry for mechanical handling equipment, spare parts and accessories. E.S.B. 30201/68.
(191/68) Agency inquiry for scientific toys. E.S.B. 36174/68.
(191/68) Agency inquiry for welding machinery and equipment. E.S.B. 35655/68.
(192/68) Agency inquiry for electronic components; semi-conductors. E.S.B. 36426/68.
(193/68) Agency inquiry for measuring instruments; tools. E.S.B. 29071/68.
(190/68) Inquiry for ball and roller bearings; cables and ropes; milling cutters; steel bars. E.S.B. 32580/68.
(191/68) Inquiry for educational aids and supplies. E.S.B. 36425/68.
(193/68) Inquiry for chemicals. E.S.B. 36656/68.

Jamaica
(189/68) Agency inquiry for leather wallets; souvenirs; swimwear. E.S.B. 34900/68.
(188/68) Inquiry for car spare parts. E.S.B. 35580/68.

Final tests at the Bedford works of Fords (Finsbury) Ltd., a TI company, on an automatic bottle inspection machine for Centrale del Latte, Turin. The machine, developed by Fords and the Tube Investments Research Laboratories, at Cambridge, inspects new or washed bottles at speeds up to 400 a minute, and automatically rejects any with the slightest contamination anywhere on the internal or external surfaces. This is the second of these machines to be ordered by this large Italian dairy and one of a batch worth £45,000 currently being prepared for export to different parts of the world.

SWISS DISTRIBUTING COMPANY SEEKS AGENCIES FOR BRITISH GOODS

A Swiss company with contacts in the European electronics field wishes to negotiate agencies for British manufactured goods which could usefully be added to the company's existing range of high-quality hand tools for production and assembly in the electronics industry.

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Japan
(193/68) Agency inquiry for desk accessories; glassware; hairbrush and comb sets; leatherware; powder compacts. E.S.B. 32499/68.
(190/68) Inquiry for precious stones; men's wear. E.S.B. 36032/68.

Lebanon
(190/68) Agency inquiry for containers; rubber gloves; syringes. E.S.B. 35898/68.
(193/68) Agency inquiry for shirts. E.S.B. 34367/68.

Libya
(188/68) Market report on ready made clothing, footwear and accessories. E.S.B. 32093/68.
(193/68) Inquiry for milk pasteurization and homogenization plant. E.S.B. 34043/68.

Malaysia
(190/68) Inquiry for handling equipment; hydraulic equipment; lift trucks – further information. E.S.B. 34526/68.
(191/68) Inquiry for exercise books; chemical and laboratory equipment. E.S.B. 36405/68.
(192/68) Inquiry for steel wire; strapping machines. E.S.B. 36285/68.

Malta
(192/68) Agency inquiry for sanitary towel disposal unit. E.S.B. 27913/68.

Mauritius
(192/68) Inquiry for salt making machinery. E.S.B. 36185/68.

Mexico
(188/68) Agency inquiry for filling, sealing and weighing machines. E.S.B. 35829/68
(190/68) Inquiry for can filling machinery. E.S.B. 36151/68.

Middle East
(192/68) Inquiry in respect of development projects. E.S.B. 34998/68.

Netherlands
(191/68) Agency inquiry for profiles; rails; steel bars and sheets; tinplate; tubes; wire; wire nails, netting and rods. E.S.B. 35806/68.

New Zealand
(188/68) Agency inquiry for textiles. E.S.B. 33079/68.
(192/68) Agency inquiry for diesel engines. E.S.B. 36252/68.

Nicaragua
(188/68) Inquiry for blenders; domestic electrical appliances; kitchenware. E.S.B. 34902/68.

North America
(191/68) Store buyers visits. E.S.B. 4763/67.

Norway
(190/68) Agency inquiry for woollen fabrics. E.S.B. 34966/68.

Pakistan
(189/68) Inquiry for lead ingots. E.S.B. 36002/68.

Portugal
(188/68) Agency inquiry for chemicals. E.S.B. 31731/68.

Saudi Arabia
(188/68) Agency inquiry for design and construction contracts for roads and telecommunications. E.S.B. 33649/68.
(193/68) Agency inquiry for jam; marmalade; tinned fruits and vegetables. E.S.B. 32009/68.

Singapore
(190/68) Inquiry for carpets; china and crockery; drapery; electrical fittings and fixtures; glassware; linen. E.S.B. 36175/68.

South Africa
(188/68) Agency inquiry for clothing. E.S.B. 35843/68.
(191/68) Agency inquiry for dress fabrics; furnishing fabrics; porcelain goods. E.S.B. 33439/68.

An elevated section of the Metropolitan Expressway No. 2 in Tokyo showing mineral insulated road heating cables, supplied by British Insulated Callender's Cables Ltd., before the covering of the cables with a layer of mastic asphalt. Over 8,000 metres of MI cables having a load density of W/M^2 were laid in this elevated section, the total power consumption being 196kW.

Sweden
(188/68) Agency inquiry for blankets; carpets and rugs. E.S.B. 34070/68.
(188/68) Agency inquiry for caravan parts and fittings. E.S.B. 35646/68.
(189/68) Agency inquiry for cement; fireproof bricks; fluxes; industrial ovens; steel shot. E.S.B. 25576/68.
(189/68) Agency inquiry for educational and teaching material and equipment; medical equipment and apparatus; office machinery; woodworking machinery. E.S.B. 35550/68.
(189/68) Agency inquiry for nylon piece-goods. E.S.B. 12565/68.
(191/68) Agency inquiry for shirtings. E.S.B. 35416/68.
(192/68) Agency inquiry for knitwear. E.S.B. 36288/68.

Switzerland
(191/68) Agency inquiry for incinerator installations; security cables; sweeping vehicles; water treatment plant. E.S.B. 35570/68.
(189/68) Inquiry for conveyors; elevating platform; fork lift trucks; monorails; pallet attachments; telphers; tractors and trailers; levelling platforms. E.S.B. 36017/68.
(193/68) Inquiry for axles. E.S.B. 37132/68.

Thailand
(191/68) Agency inquiry for antibiotics; vitamins. E.S.B. 36198/68.

Trinidad/Tobago
(190/68) Manufacture under licence – domestic hardware; electrical and non-electrical appliances; sinks. E.S.B. 35831/68.

Tunisia
(188/68) Inquiry for air-conditioning, filtration and heating plant; hotel equipment; linen; curtains; locks and door fittings; pumps. E.S.B. 36011/68.

Tunisia/Libya
(193/68) Trade Agreement. E.S.B. 1209/G.

Turkey
(192/68) Inquiry for canning plant and machinery; fertilizers; seeds. E.S.B. 31573/68.

Uganda
(192/69) Agency inquiry for duplicating stencils. E.S.B. 36184/68.
(189/68) Inquiry for dress materials; furnishing fabrics; suitings. E.S.B. 36024/68.
(190/68) Inquiry for synthetic yarn. E.S.B. 36167/68.

United States of America
(189/68) Inquiry for industrial control equipment. E.S.B. 36065/68.
(190/68) Manufacture under licence in Britain – drilling equipment for oil wells. E.S.B. 35853/68.
(191/68) Inquiry in respect of hospital equipment and machinery. E.S.B. 30659/68.
(191/68) Inquiry for tractor spare parts. E.S.B. 1972/68.
(193/68) Inquiry for ceramic and mosaic tiles. E.S.B. 36478/68.

Various
(193/68) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Venezuela
(188/68) Agency inquiry for cleaning machinery. E.S.B. 34995/68.

Zambia
(190/68) Inquiry for dry cleaning, pressing and ironing equipment. E.S.B. 36181/68.
(190/68) Inquiry in respect of civil engineering work equipment. E.S.B. 36610/66.

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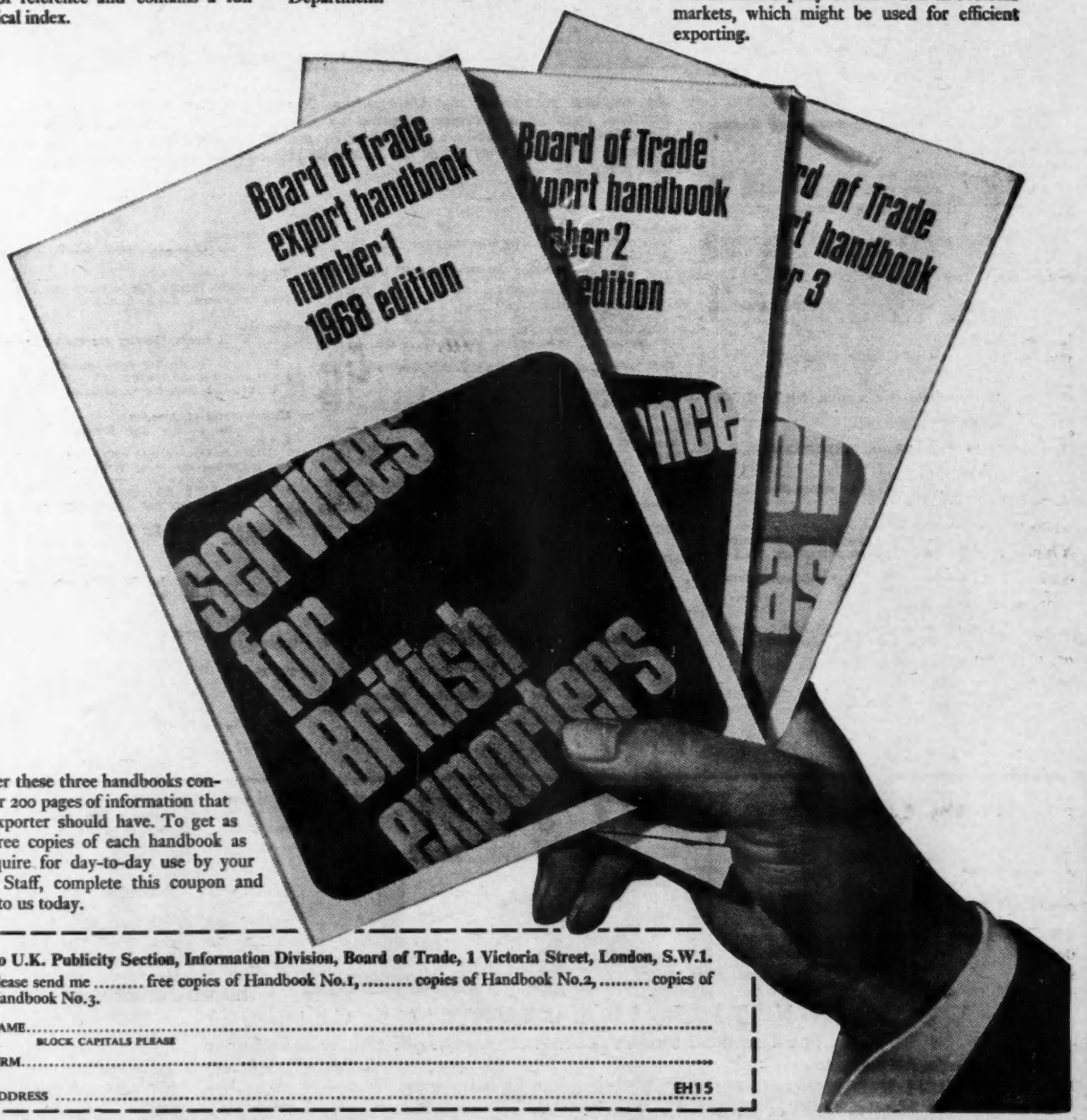

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Tariff, Customs and Import Regulations in overseas countries

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GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Proposed directives in the agricultural products sectors

THE *Journal Officiel des Communautés Européennes* No. C91, dated September 13, 1968, contains the draft texts of a number of proposed directives which will, if approved, affect a number of agricultural products as set out below.

Oleaginous and fibrous plants. This proposed Directive concerns the introduction of a common system for the marketing of the seeds of a number of oleaginous and fibrous plants such as ground nuts, rape, mustard, colza, hemp, cumin, cotton, flax, sunflower, poppy, castor oil, sesame and soya.

Vegetable seeds. This concerns the introduction of a common system for the marketing of vegetable seeds.

Cereals. Proposes modifications to Directive No. 66/402/CEE which deals with the common system for the marketing of seed grain.

Beet seed. Proposes modifications to Directive No. 66/400/CEE which deals with the common system for the marketing of beet seed.

Seed potatoes. Proposes modifications to Directive No. 66/403/CEE which deals with the common system for the marketing of seed potatoes.

Forage crop seeds. Proposes modifications to Directive No. 66/401/CEE which deals with the common system for the marketing of forage crop seeds.

A seventh proposed directive concerns the addition of certain of the plants referred to above, to the common catalogue of varieties and types of agricultural plants.

The text of these draft directives, in French, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of these directives when finally approved may differ from the draft texts referred to above.

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L230 dated September 19, 1968, contains the text of Decision 68/344/CEE which increases the size of the tariff quota previously granted to Italy by Decision 67/720/CEE for fresh, chilled or frozen tunny (tariff No. ex 03.01B16) intended for the canning industry. Decision 68/344/CEE increases the quantity of this quota from 30,000 tonnes to 45,000 tonnes for the period January 1 to December 31, 1968. This additional 15,000 tonnes will attract a duty of 0.5 per cent.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Harmonization of legislation—standards

THE *Journal Officiel des Communautés Européennes* No. C91 dated September 13, 1968, contains the draft texts of a number of proposed Directives for the harmonization of member states' legislation.

Electrical appliances. The first of these proposed directives concerns the harmonization of member states' legislation concerning common standards for low tension electrical equipment.

Crystal glass. The second concerns the harmonization of member states' legislation regarding quality standards for crystal glass and will affect all products of crystal glass falling within tariff heading 70.13, i.e. 'Glassware of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses (other than articles falling within heading No. 70.19)'. Member states will be required to take the necessary measures to conform to the requirements of this proposed directive within 18 months of its adoption.

Bulk measurement of cereals. The third deals with the method of determining the weight of a given volume of grain.

Tanker tonnage. The fourth deals with the standardization of member states' legislation concerning the measurement of tanker tonnage.

The texts, in French, of these proposed directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of these Directives when finally approved may differ from the draft texts referred to above.

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which will affect trade in various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French texts of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

CEREALS

Decision No. 68/345/CEE authorizes France to put up for sale soft wheat stocked by the intervention agency under the special

(Continued on next page)

EUROPEAN COMMUNITIES, *continued*

provisions authorized by Decision No. 67/699/EEC (see *Board of Trade Journal* dated December 8, 1967) (*Journal Officiel* No. L230 dated September 19, 1968).

MILK AND MILK PRODUCTS

Decision No. 68/346/CEE modifies Decision No. 68/332/CEE which authorizes the Netherlands to sell at a reduced price butter from public stock intended for use in the manufacture of concentrated butter (*Journal Officiel* No. L230 dated September 19, 1968).

Decision No. 68/350/CEE modifies Decision 68/334/CEE which concerns tendering for the distribution of butter held in public stock by the German intervention organization (*Journal Officiel* No. L231 dated September 20, 1968).

CATTLE, BEEF AND VEAL

Decision No. 68/347/CEE relates to the application of intervention measures in the beef and veal sector in Germany (*Journal Officiel* No. L230 dated September 19, 1968).

Further translations of EEC Regulations

THE FOLLOWING FURTHER translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
295/68	Amending the regulations which fixed the levies applicable, in January and February 1968, to imports of processed products manufactured from cereals and rice, including compound animal feeding stuffs	2s. 6d. (2s. 10d.)
315/68	Fixing the standards of quality for flowering bulbs, tubers and tuberous roots	1s. 9d. (2s. 1d.)
316/68	Fixing standards of quality for fresh cut flowers and foliage	1s. 9d. (2s. 1d.)
459/68	On protection against dumping, premiums or subsidies practised by non-member countries of the European Economic Community	2s. 3d. (2s. 7d.)
494/68	Fixing the amounts of the variable components applicable to Mannitol and Sorbitol imported into the Member States from May 1 to June 30, 1968	1s. 9d. (2s. 1d.)
501/68	Altering the levies applicable to imports of processed products based on cereals and rice	1s. 0d. (1s. 4d.)
529/68	Fixing the refunds for processed products based on cereals and rice, including compound feeding stuffs	1s. 9d. (2s. 1d.)
530/68	Fixing the levies applicable to imports of processed products based on cereals and rice, including compound animal feeding stuffs	1s. 9d. (2s. 1d.)
532/68	Fixing the premiums to be added to the levies on rice and brokens	9d. (1s. 1d.)

Common fisheries policy

THE COMMISSION of the European Communities has recently submitted to the Council for approval the text of three proposed regulations designed to form the basis of a common fisheries policy in the EEC. These regulations will cover structural policy and the common organization of the markets and the suspension of common customs tariff duties payable on certain fish. In framing these proposals, which are described below, the Commission has taken into account Community undertakings to non-member countries, particularly in GATT and under association agreements.

Agricultural products in the meaning of the Treaty of Rome are products of the soil, of livestock breeding and of fisheries, and products which have undergone initial processing. Thus, the Commission's proposals are largely based on the common agricultural policy, particularly as regards structures and market policy.

The first of the proposed regulations deals with the structure of the industry. It establishes a common system governing fishing in maritime waters (and appropriate specific measures for action and co-ordination of the structural policies of Member States). The Member States ensure equal conditions of access and exploitation of the fishing grounds situated in maritime waters under their sovereignty or jurisdiction, as indicated by the laws in force in each of these States. Exceptionally, access to certain fishing areas may be restricted to the local riparian population, where the latter is mainly dependent on coastal fishing. These areas are determined by the Council. Equal conditions of access to ports and to various technical installations must also be guaranteed by the Member States.

The Council may take the measures necessary for the conservation of maritime resources, in particular by restricting the size of catches. Before January 1, 1970, the Council will define, on the basis of a proposal from the Commission, the principles and implementing details of a common line of action in the field of international relations on all problems concerning the right and practice of sea fishing.

The proposal lays down measures for improving production and marketing structures at both economic and general level. These measures have in view the reorganization of fishing fleets, the investigation of new fishing grounds, the provision of stocking and deep-freezing plants, qualifications, vocational re-training and stability of employment. Member States may grant aids for these operations where they are in the setting of the measures decided by the Council. The projects may require assistance from the Guidance Section of the EAGGF. Financial support for modernizing fishing fleets must be given without discrimination by reason of the nationality of the shipyards chosen by those benefiting from it.

The second regulation sets up the common organization of the market and affects the products covered by the following tariff headings:

Tariff No.	Products
03.01	Fish, fresh (live or dead) chilled or frozen.
03.02	Fish, salted, in brine, dried or smoked.
03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans in shell, simply boiled in water.
ex 05.15	Animal products not elsewhere specified or included; dead animals of chapters 1 or 3, unfit for human consumption. A. Fish of a length of 6 cm or less, and shrimps or prawns, dried ex B. Other fish livers, eggs and soft roes dead fish, crustaceans and molluscs of chapter 3.
16.04	Prepared or preserved fish, including caviar and caviar substitutes.
16.05	Crustaceans and molluscs, prepared or preserved.
23.01 B	Flours and meals of fish, crustaceans and molluscs, unfit for human consumption.

This regulation provides for standards of quality, size and presentation. Once determined, the products to which they apply may be neither sold nor brought on to the market unless they conform to these standards. It also provides for a price system which lays down guide, intervention, reserve, reference and floor prices. The first three concern Community markets, the last two trade with non-member countries.

Guide and intervention prices are fixed for herring, cod, coalfish, haddock, whiting, red-fish, mackerel and sardines. The guide price is determined on the basis of the average of the prices recorded for the last three fishing seasons making allowance, of course, for the orientation to be given to production. The intervention price is fixed at between 45 per cent and 65 per cent of the guide price.

Both prices are fixed for each season by the Council on the basis of a Commission proposal. A reserve price may be fixed by the producer organizations. A maximum level for these prices is fixed by the Commission (Management Committee procedure). Below the reserve price the products offered by members are not put up for sale. In an emergency the Member States may grant the intervening producer organizations financial compensation which may not exceed 90 per cent of the sum incurred in respect of withdrawal compensation. An emergency is deemed to exist if, for three successive market days, prices are below the intervention price plus a sum equal to 15 per cent of the guide price. A serious emergency exists if prices remain below the intervention price for three days. Upon recognition of this fact the Member States buy up products of Community origin. A special system is laid down for sardines, squid, octopus and chilled cuttle fish. Under certain conditions aid for private stocking may be granted to producers. For tunny fish for the canning industry a guide price is also fixed. A financial compensation of a type appropriate to the market conditions is provided for Community producers in view of the total suspension of customs duties in trade with non-member countries for this product proposed by the Commission.

The proposals for producer organizations are comparable to the arrangements already defined by the Council in the fruit and vegetables' sector and conform to the general conception adopted by the Commission. The producer organizations must promote the execution of fishing plans, the concentration of offers and price stability. Degressive start-up aids may be granted them during a three-year period and investment aids during a five-year period. These aids are granted by the Member States, and in the case of start-up aids, are refunded up to 50 per cent by the Agricultural Fund.

The producer organizations have their place in the stabilization arrangements for the landed prices of fish, particularly in time of emergency. After two years the Commission must examine whether

there is a case for amending the rules on producer organizations.

So far as trade with non-member countries is concerned, the regulation provides for the application of the common customs tariff and the removal of all quantitative restrictions. In addition, the third proposed regulation provides for the authorization of the duty-free import of herring, tunny fish and salted cod. The proposal will provide a final solution of the problem of bound or autonomous tariff quotas. This solution comprises appropriate financial compensation in favour of Community producers.

Given that for certain products the removal of quantitative restrictions could imply risks of market disturbances within the Community, caused by massive imports at abnormally low prices, appropriate protective measures are instituted. These may operate:

(i) for products benefiting by Community intervention in the form of a countervailing levy or the suspension of imports. The choice of the system is dependent upon Community obligations within GATT. A reference price is fixed annually. The suspension of imports or the charging of the levy would not be applied to non-member countries which guaranteed to respect the reference price.

(ii) for sensitive canned or deep-frozen products and certain special fish (trout, eel and conger eel) through the operation of a 'floor price' and import certificates system analogous to that laid down in the proposed regulation on the common organization of markets in the fruit-or-vegetable-based processed products sector.

All imports into the Community of the products concerned is subject to the presentation of an import certificate or licence. For sensitive products the grant of a permit is subject not only to the provision of surety, but also to the lodging of a declaration guaranteeing respect of the floor price.

A refund may be granted where necessary to allow export at the world market price.

The general Treaty arrangements concerning State aids (Articles 92-94) are applicable to the production and marketing of products under a common market organization. Aids, whose amount is determined by quantities produced, price, tonnage, technical nature of the vessel, the number or duration of voyages or the area exploited by fish or shell-fish breeding establishments are forbidden.

By January 1, 1970, the Council must establish the common rules fixing the system of aids (see under 'Structures' for permitted aids).

In general, the other measures proposed conform to the like arrangements in the various agricultural sectors. The principal ones concern:

(i) Community financing through EAGGF (Guarantee and Guidance Sections);

(ii) Safeguard clauses for the event of serious market disturbances (a price fall resulting from imports from non-member countries, or excessive price rises);

(iii) Harmonization of Member States' legislation for the products in this sector in the framework of the common agricultural policy;

(iv) System of processing traffic;

(v) Establishment of a Management Committee for fishery products.

The French texts of these proposed regulations have been published in the *Journal Officiel des Communautés Européennes* No. C91 dated September 13, 1968. They may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of these regulations, when finally approved, may differ from the draft texts referred to above.

SPAIN

Home Compensation Tax Levy (1)

IN THE *Board of Trade Journal* of February 2, page 348, notice was given of a 90 per cent reduction in the Home Compensation Tax Levy payable on purified glycerol (tariff heading 15.11B): the Spanish authorities have now announced the suspension of this reduction.

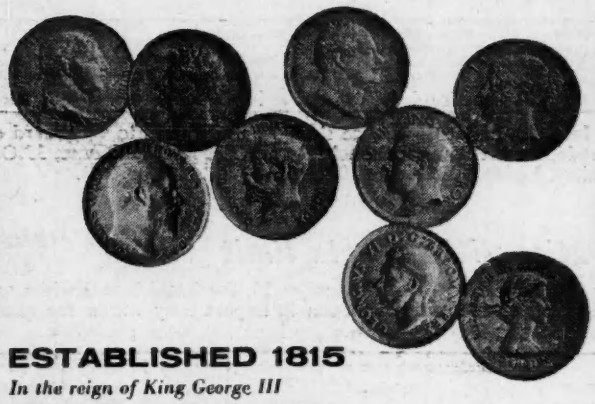
(SPAIN, *continued on next page*)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page 955 of this week's* Journal.)

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.



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SPAIN, *continued*

Home Compensation Tax Levy (2)

IN THE *State Gazette* of September 19, the Spanish authorities announced the following modification to their Home Compensation Tax Levy:

Tariff heading	Description	Home Compensation Tax Levy
89.04	Ships, boats and other vessels for breaking up:	
	Of an age exceeding 20 years:	
	weighing up to 2,000 tons n.r., inclusive	2%
	weighing more than 2,000 but not more than 5,000 tons n.r.	4%
	Others	6%

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 460 or 462).

Duties within quota limit

IN THE *State Gazette* of September 19, the Spanish authorities announced the following reduction in import duty within the quota limit shown:

Tariff heading	Description	Quota	Import duty	Valid until
		metric tons		
56.01	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning:			
A 3	acrylics		15% free of specific minimum	
56.02	Continuous filament tow for the manufacture of man-made fibres (discontinuous):			
A 3	acrylics	4,000	14% free of specific minimum	Dec. 31, 1968
56.04	Man-made fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning:			
A 3	acrylics		14% free of specific minimum	
56.05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale):			
A 3	acrylics		21% free of specific minimum	

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 460 or 462).

Temporary importation of boats and sports equipment

IN THE *State Gazette* of August 8, the Spanish authorities published regulations governing the temporary importation of boats and water sports equipment intended for hire to tourists. The customs duties and Home Compensation Tax payable on such imports will be reduced according to the time the product remains in Spain:

	Percentage of normal charges
Less than three months	10
More than three, but not more than six months	15
More than six months	25

In no case should the stay of boats exceed fifteen months consecutively. Subject to the approval of the Spanish Comandancia de Marina, the Customs authorities will issue temporary import documents to the importer-hirer, who is then free to hire the boats and equipment to any person, whether of Spanish or foreign nationality.

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

'TEAMWORK' WINS EXPORT ORDER

A link-up between Manchester United's first team-pool of players and a Lancashire firm has led to the firm winning a major export order from Scandinavia. The 'team work' between United's players and Seba Plastics Ltd., Leigh, was one of the factors behind an order from Sweden for, it is anticipated, approximately one million balls, a large proportion of which will be the 'Kings of Europe' football. The picture shows Manchester United's George Best (right) and Nobby Stiles (second right) discussing the new 'Kings of Europe' ball with the director, Mr. W. Kenyon (left) and marketing director, Mr. Malcolm Evans (with rosette).

Customs tariff

IN THE *State Gazette* of September 19, the Spanish authorities announced the following modification to Chapter 32 of their customs tariff:

Tariff heading	Description	Definitive duty	Transitory duty
32.01	Tanning extracts of vegetable origin:		
B	of wattle	4·5%	4·5%
C	of quebracho:		
1	insoluble in cold water	1·0%	1·0%
2	soluble in cold water	4·5%	4·5%
D	of vallonia and myrobolans	4·5%	4·5%
E	other	4·5%	4·5%

Note:

As from August 15, 1973, the duties payable on all the above-mentioned items will be 1 per cent.

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

GREECE

Restrictions on imports of television sets

IT WAS ANNOUNCED by the Greek Foreign Trade Board on September 16 that the Ministry of Commerce is to take the necessary action to stop further issue of import licences for television receiving sets.

It is understood that this is a temporary measure and that arrangements for import quotas will be made in due course. In the meantime sets already on order when the decision was announced will be permitted to enter Greece.

Further information will be published in the *Board of Trade Journal* as soon as it is available.

All inquiries arising from this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482).

Tariff amendments

THE *Board of Trade Journal* of December 15, 1967, page 1574, gave notice of the introduction of the new Cyprus Tariff. Amendments to the tariff were subsequently notified in the *Board of Trade Journal* notice dated March 29, 1968, page 1026.

A further list of amendments has now been received which reads as follows:

Tariff heading No.	Sub-heading		Rate of Duty	
			Preferential	General
16.01		Sausages and the like, of meat, meat offal of animal blood	20% or 85 mils per oke	24% or 100 mils per oke
18.03		Cocoa paste (in bulk or in block) whether or not defatted	Free	Free
32.07		Other colouring matter; inorganic products of a kind used as luminophores:		
	10	Base pigments (including lithopone)	Free	Free
	90	Other	22%	26%
32.09		Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packings of a kind sold by retail:		
	10	Distempers	22%	26%
	90	Other	25%	26%
34.01		Soap, including medicated soap:		
	10	Soap containing mineral substances used for cleansing hands and kitchen utensils	26%	34%
	20	Soaps, perfumed or toilet types	40%	64%
	90	Other	40%	48%
34.06		Candles, tapers, nightlights and the like:		
	10	Candles and tapers, coloured or decorated	16%	20%
	90	Other	Free	4%
37.05		Plates, unperforated film and perforated film (other than cinematograph film) exposed and developed, negative or positive:		
	10	Films	25%	25%
	90	Other	Free	Free
37.08		Chemical products and flash light materials, of a kind and in a form suitable for use in photography	Free	10%
38.11		Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products put up in forms or packings for sale by retail or as preparations or as articles (for example, sulphur-treated bands, wicks and candles, flypapers):		
	11	(Aerosols)	16% or 50 mils each	16% or 50 mils
	19	Other	10%	10%
	90	Other	Free	Free
39.02		Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chlorene, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indeneresins):		
	11	Suitable for use as glue	8%	16%
	12	Suitable for use as paint	14%	15%
	20	Tubes of all types, of an internal diameter not exceeding 4·5 inches	8%	16%
	30	Table cloths	20%	28%
	40	Floor tiles	24%	32%
	90	Other	Free	8%
39.03		Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example, collodions, celluloid), vulcanized fibre:		
	10	Vulcanized fibre	Free	Free
		In liquid or paste form:		
	21	Suitable for use as glue	8%	16%
	22	Suitable for use as paint	14%	15%
	30	Tubes of all types of an internal diameter not exceeding 4·5 inches	8%	16%
	40	Table cloths	20%	28%
	50	Floor tiles	24%	32%
	60	Cellophane wrappers cut to size	Free	Free
	90	Other	Free	8%
39.04		Hardened proteins (for example, hardened casein and hardened gelatin):		
	10	Edible sausage casings	Free	Free
	90	Other	Free	8%
39.07		Articles of materials of the kinds described in headings Nos. 39.01 to 39.06.		
		Sanitary fixtures and fittings:		
	11	Lavatory seats and covers, baths and chamber pots	12%	20%
	19	Other sanitary fixtures and fittings	8%	16%
	20	Articles of apparel	25%	34%
	30	Belts for apparel	37%	46%
		Other articles:		
	91	Powder boxes, compacts and similar toilet accessories	60%	100%
	92	Beads, imitation pearls, imitation precious stones and other articles of personal adornment	50%	58%
	93	Decorative articles for domestic use; jewel boxes, bonbonieres, lipstick holders and similar articles	32%	40%
	94	Table cloths (hemmed) and similar napery, curtains, draperies and similar made-up household articles	20%	28%
	95	Handles for brooms and tools, rakes, shovels, tools, agricultural utensils, machine belting and packing containers	Free	8%
	96	Other articles for domestic use	28%	36%
	97	Edible sausage casings; cellophane wrappers, cut to size (including printed)	Free	Free
	98	Floor tiles	24%	32%
	99	Other	16%	24%
44.22		Casks, barrels, vats, tubs, buckets and other coopers' products and parts thereof, of wood, other than staves falling within heading No. 44.08:		
	10	Wooden buckets, jugs and pails	16%	24%
	20	Casks	24%	24%
	90	Other	Free	Free
51.01		Yarn of man-made fibres (continuous), not put up for retail sale:		
	10	Sewing thread	5 mils per 1,000 yards	14 mils per 1,000 yards
	90	Other	Free	Free
51.03		Yarn of man-made fibres (continuous), put up for retail sale:		
	10	Sewing thread	5 mils per 1,000 yards	14 mils per 1,000 yards
	90	Other	Free	Free
54.05		Woven fabrics of flax or of ramie	Free	8%
55.05		Cotton yarn, not put up for retail sale:		
	10	Sewing thread	5 mils per 1,000 yards	14 mils per 1,000 yards
	20	Yarn	Free	Free
	90	Other	12%	20%
55.06		Cotton yarn, put up for retail sale:		
	10	Sewing thread	5 mils per 1,000 yards	14 mils per 1,000 yards
	20	Yarn	Free	Free
	90	Other	12%	20%
55.09		Other woven fabrics of cotton:		
		Unbleached not mercerized:		
	11	Canvas	Free	8%
	19	Other	2%	10%
	91	Gingham and similar yarn – dyed plain – weave lightweight fabrics in plain colours, stripes or checks	16% or 28 mils per sq. yd.	24% or 36 mils per sq. yd.
	92	Cotton gaberdine, denim and similar yarn – dyed coating and trousering cloth	16% or 30 mils per sq. yd.	24% or 40 mils per sq. yd.
	99	Other	2%	10%
56.05		Yarn of man-made fibres (discontinuous or waste), not put up for retail sale:		
	10	Sewing thread	5 mils per 1,000 yards	14 mils per 1,000 yards
	90	Other	Free	Free
56.06		Yarn of man-made fibres (discontinuous or waste) put up for retail sale:		
	10	Sewing thread	5 mils per 1,000 yards	14 mils per 1,000 yards
	90	Other	Free	Free
57.09		Woven fabrics of true hemp	Free	8%
58.04		Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within headings No. 55.08 and fabrics falling within heading No. 58.05):		
	10	Of cotton	2%	10%
	20	Of silk	20%	30%
	30	Of wool or of fine animal hair	15%	30%
		Of synthetic or regenerated fibres:		
	41	Remnants being pieces of a length not exceeding five yards per piece	4% or 56 mils per oke	14% or 126 mils per oke
	49	Other	4%	14%
	91	Other:		
		Linen, hemp and ramie fabrics	Free	8%
	99	Other	Free	8%
58.06		Woven labels, badges and the like, not embroidered, in the piece, in strips or cut to shape or size	Free	8%
59.02		Felt and articles of felt, whether or not impregnated or coated:		
	10	Felt in the piece	Free	8%
	90	Other	Free	8%
60.03		Stockings, under stockings, socks, anklesocks, sockettes and the like, knitted or crocheted, not elastic nor rubberized:		
	10	Stockings (except children's) containing not less than 75% by weight of silk or man-made fibres	30% or 1·000 mils 12 doz.	39% or 1·250 mils 12 doz.

(Continued on next page)

CYPRUS, *continued*

Tariff heading No.	Sub-heading	Tariff Description	Rate of Duty	
			Preferential	General
	20	Socks (except children's) containing not less than 75% by weight of wool, silk or man-made fibre, finished or unfinished	30% or 0·600 mils 12 doz.	39% or 0·720 mils 12 doz.
	30	Other stockings and socks (except children's); children's stockings and socks containing not less than 75% by weight of wool, silk or man-made fibre	30% or 0·400 mils 12 doz.	39% or 0·520 mils 12 doz.
	90	Other	30% or 0·240 mils 12 doz.	39% or 0·360 mils 12 doz.
61.10		Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods:		
	10	Gloves, mittens and mitts, stockings (except children's) containing not less than 75% by weight of silk or man-made fibre	25%	34%
	20	Socks (except children's) containing not less than 75% by weight of silk or man-made fibre	30% or £1·000 mils 12 doz.	39% or £1·250 mils 12 doz.
	30	Socks (except children's) containing not less than 75% by weight of wool, silk or man-made fibre	30% or 0·600 mils 12 doz.	39% or 0·720 mils 12 doz.
	40	Other stockings and socks (except children's); children's stockings and socks containing not less than 75% by weight of wool, silk or man-made fibre	30% or 0·400 mils 12 doz.	39% or 0·520 mils 12 doz.
	90	Other	30% or 0·240 mils 12 doz.	39% or 0·360 mils 12 doz.
70.20		Glass fibre (including wool) yarns, fabrics and articles made therefrom:		
	10	Yarns	Free	Free
	20	Fabrics of all kinds, except bitumenized or asphalted fabrics	20%	30%
	30	Fabrics, bitumenized or asphalted and glass fibre (including articles thereof) designed for insulation in buildings	Free	8%
	90	Other	16%	24%
73.31		Nails, tacks, staples, hooknails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper:		
	10	Wire nails	16% or 0·022 mils per oke	16% or 0·022 mils per oke
	20	Staples for wooden boxes	Free	Free
	90	Other	Free	8%
83.01		Locks and padlocks (key, combination or electrically operated) and parts thereof, of base metal; frames incorporating locks, for handbags, trunks or the like, and parts of such frames of base metal; keys for any of the foregoing articles, finished or not, of base metal	Free	8%
83.09		Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets, and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods; tubular rivets and bifuracted rivets of base metal	Free	8%
83.14		Sign-plates, name-plates, numbers, letters and other signs of base metal	16%	24%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

IRAN

Import regulations

THE Central Bank of Iran has announced that existing permits to import 12- and 16-calibre hunting cartridges, and empty and half-filled cartridge shells of all descriptions made of paper, plastic and metal, have been cancelled. Further applications for such permits are not being accepted.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

LIBYA

Import/export law

THE BRITISH EMBASSY in Libya have sent the Board of Trade a translation from the Arab press of a Royal Decree concerning the regulation of importation and exportation issued by the Ministry of Economy and Trade on July 31, 1968.

Clause 1 of the decree prohibits the importation or exportation of any goods subject to import/export licensing regulations without a licence issued by the Ministry of Economy and Trade, and it sets out the conditions to be observed by the holders of import and export licences.

Clause 2 sets up a Council for importation and exportation under the chairmanship of an Under-Secretary of the Ministry of Economy and Trade and including representatives of the Department of Customs and Excise and the Bank of Libya. Clause 3 gives its terms of reference, which include the regulation of the import/export trade, the supervision of import/export licensing, and questions of general policy in relation to trade and customs.

Other clauses concern the procedure of the Council; the categories of fees chargeable on import or export licences; prevent commercial banks from opening credits for imported goods until proof of the issue of an import licence is received; and lay down fines for contravention of Clause 1 of the decree.

This decree replaces Law No. 59 of 1957, but instructions and decrees issued thereunder remain in force for the time being.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

MALAWI

Customs tariff changes

GOVERNMENT NOTICE No. 158 published in the *Board of Trade Journal* of September 27, page 863, gave details of Customs tariff changes in Malawi. The following additional information contained in that notice has now been received:

Part III – Customs duties

(d) by the deletion of all material in Column 2 in respect of heading No. 85.22 and the substitution thereof of the following:

"ELECTRICAL APPLIANCES AND APPARATUS, HAVING INDIVIDUAL FUNCTIONS, NOT FALLING WITHIN ANY OTHER HEADING OF THIS CHAPTER"

(e) by the addition immediately after heading No. 101.09 of the following:

1	2	3	4	5	6
101.10	Equipment and materials, as may be approved by the Controller, of a kind for use in flight for catering, for hygiene or for similar purposes aboard aircraft owned by a person operating scheduled International services	—	Free	Free	Free

(Britain pays the column 6 rate of duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Suspension of duties

THE CUSTOMS and Excise (Suspension) (Amendment) (No. 3) Regulation, 1968, published as Government Notice No. 159 on August 31, amends, with effect from that date, the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

BTN No. 1	Nomenclature 2	3	Effective rates 4	5	6
15.01	By the addition of the following item: All goods in this heading, viz.: Lard and other rendered pig fat; rendered poultry fat	per lb.	£0 0s. 1d.	Free	Free

(Britain pays column 6 rate of duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

SIERRA LEONE

Notice to importers

THE FOLLOWING Government Notice No. 1016 issued by the Ministry of Finance was published in the Sierra Leone *Official Gazette* of September 12, 1968:

'Motor vehicles and spare parts.

With effect from the date of this notice all importers of motor vehicles and spare parts thereof are to submit an additional copy of Customs Bill of Entry for each consignment thereof.'

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Electronics	Electronic components and parts, all types.
2. Metal working	Umbrella and sunshade frames.

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance, Singapore, before October 23, 1968, of his objections and of the grounds on which they are based.

Customs duties

THE SINGAPORE GOVERNMENT *Gazette* dated August 16 publishes the Customs Duties (Amendment) Order, 1968, which amends the Schedule to the Customs Duties Order, 1968, by adding the following new items:

Code	Description	Unit of Quantity	Customs Duty		
			Full	Pref.	Excise
541 700-3	Cod liver oil emulsion	Value	5 cts per fluid oz.	5 cts per fluid oz.	Nil
655 613-1	Twine and cord, of artificial or synthetic materials	Ton	15 cts per lb.	15 cts per lb.	Nil
655 613-2	Twine and cord, of other materials except asbestos	Ton	Nil	Nil	Nil
655 619-1	Rope, of artificial or synthetic materials	Ton	15 cts per lb.	15 cts per lb.	Nil
655 619-2	Rope, of other materials except asbestos or metal	Ton	Nil	Nil	Nil
719 127-1	Air conditiong machines, normally fitted to motor vehicles comprising elements for changing the temperature and humidity of the air	Number	30% or $200	30% or $200	Nil
719 127-2	Parts and accessories designed solely or principally for use in air conditiong machines falling within code 719 127-1 except the compressor units	Value	25%	25%	Nil

Import control

THE SINGAPORE GOVERNMENT Gazette dated August 2, 1968, publishes the following:

(i) Prohibition of Imports (General Licence) (Amendment No. 11) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by adding the following new item:

110. Chloride of lime, calcium hypochlorite or sodium hypochlorite.

The effect of this notification is that this item is now subject to special licensing.

(ii) Prohibition of Imports (Malaysian Common Market) (Amendment No. 4) Notification, 1968, which amends the Schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965, by adding the following new item:

673 510 Angles, shapes and sections of iron or steel except high carbon or alloy steel.

The effect of this notification is that if this item is imported other than from Malaysia it is now subject to special licensing.

Notice to Traders No. 19 of 1968, announcing these restrictions, adds that for a period of six months, beginning August 1, 1968, no licences will be issued for item (i).

In the same Notice to Traders it is stated that for the present, licences for the importation of washing and bleaching preparations (Codes 554 and 554 209) will not be issued. The need for these restrictions will be reviewed at the end of January 1969.

Landing of goods imported by sea

THE SINGAPORE GOVERNMENT *Gazette* dated July 26 published the Importation of Goods (Any Origin) Order, 1968, which was effective from August 1.

This Order states that goods of whatever origin, except those described in the First and Second Schedules below, imported by sea into Singapore, if discharged at the Roads or at the Port of Singapore Authority Wharves or at the Jurong Authority Wharves on to lighters or other local craft defined in the Customs Ordinance, 1960, must be landed at Telok Ayer Basin or at the Port of Singaport Authority Wharves or at the Jurong Wharves. All goods listed in the First and Second Schedules may also be landed at these places or at such other place as a senior customs officer may in writing permit.

If any question arises as to whether any particular goods are or are not included in the First or Second Schedules to this Order, such questions will be decoded by the Comptroller of Customs and Excise whose decision will be final.

The Importation of Goods (Taiwan, the People's Republic of China and Hong Kong) Order, 1968, is cancelled.

FIRST SCHEDULE

Group/Item Code	
001	Live animals other than pets and animals for zoos
011	Meat and edible offal, fresh, chilled or frozen
012	Meat and edible offal, dried, salted or smoked, not in airtight containers.
031	Fish and other marine animals, except mammals, live or dead fresh or simply preserved.
041	Wheat, spelt and meslin, unmilled
042	Rice.
043	Barley, unmilled.
044	Maize, unmilled.
045	Cereals, except rice, wheat, barley and maize unmilled.
051	Fruits, fresh, dried citrus fruits and nuts, excluding oil-nuts, fresh or dried.
054	Vegetables, roots and tubers, fresh or dried, not artificially dehydrated.
071101	Coffee beans, unroasted.
072100	Cocoa beans.
075	Spices (including pepper, chillies, cloves, nutmegs, ginger).
081	Feeding stuffs for animals, excluding unmilled cereals (including fodder, rice and other brans, copra and other oil cakes, prawn dust, meat/fish meals, tapioca and sago refuse, broken rice and other cereals for animals).
211	Hides and skins, except furskins, undressed (fresh, salted, dried, pickled or limed).
212	Furskins, undressed.
221	Oil-seeds oil nuts and oil kernels (including groundnuts, copra, oil palm nuts and kernels, soya beans, cotton seeds, castor seeds, sesame seeds).
231	Crude natural rubber obtained from Havea brasiliensis.
232	Rubber like natural gums.
241	Wood for fuel.
242	Wood in the rough, whether or not stripped of its bark or merely roughed down.
243	Wood simply squared and planks.
244	Cork.
251	Pulp for paper making and waste paper.
261	Natural silk.
262	Wood and other animal hair.
263	Cotton.
264	Jute.
265	Other vegetable textile fibres (including sisal, coir).
271	Crude fertilizers (including fish refuse, natural phosphates, crude natural potassium salts).
273	Stone other than mineral ores and dolomite (including marble, gypsum and plasters, natural sands, flint stones and pebbles).
274	Sulphur.
275	Natural abrasives.
276	Other non-metallic minerals (including natural bitumen and asphalt, clays, natural graphite, dolomite, magnesite, table salt and other common salts, asbestos, quartz, felspar, flourspar).
281	Iron ores.
283	Ores and concentrates of base metals except iron and magnesium (including copper, zinc, tin ores).
291 (except 291910)	Crude animal materials, inedible, except human hair unworked (including bones, horns, hoofs, unworked ivory, tortoise shells, corals, bristles, guts and bladders of animals, birds skins and feathers).
292	Crude vegetable materials, inedible (including cutch bark, gambier, gums copal damar, oleo resins, shellac, lac, sandalwood chips, tuba roots, ginseng, arecanuts, vegetable seeds for planting, bulbs, tubes and rhizomes, live plants except rubber, kapok, sea weeds).
321	Coal, coke, lignite, peat and briquettes thereof.
941	Animals for zoos and pets.

SECOND SCHEDULE

All goods classified as Class 1 Dangerous Goods by the Port of Singapore Authority.

AUSTRALIA

Tariff Board inquiry on shirts and parts therefor

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of shirts and parts therefor (tariff items 48.21.5, 61.03.1, 61.03.4, 61.03.5, 61.04.2 and 61.04.5).

This reference is as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of duty	
		General	Preferential
48.21	Other goods made of paper pulp, paper, paperboard or cellulose wadding:		
48.21.500	Apparel	The rate of duty set out in this column that would apply to the goods if they were made up of a textile fabric woven from paper yarn	The rate of duty set out in this column that would apply to the goods if they were made up of a textile fabric woven from paper yarn
61.03	Men's and boys undergarments including collars, shirt fronts and cuffs:		
61.03.100	Shirts, not being nightwear; shirt fronts with or without collars	57½%, or if higher, $1.57 per doz. Primage 5%	22½%
61.03.2*	Pyjamas and other nightwear:		
61.03.210*	Pyjamas:		
61.03.290*	Other:		
61.03.300*	Under shorts, under vests and the like:		
61.03.400	Other undergarments, including collars and cuffs	62½% Primage 10%	27½% Primage 5%
61.03.500	Textile fabric shaped for making goods falling within another sub-item of this item	52½%	22½%
61.04	Women's, girls and infants undergarments:		
61.04.2	Shirts:		
61.04.210	Wholly or partly of wool	65% or, if higher, 45% and $1.10 each. Primage 10%	30% or, if higher, 17½% and $0.35 each. Primage 5%
61.04.220	Wholly or partly of silk or wholly or partly of man-made fibres, but not containing wool	65% or, if higher, 45% and $0.80 each. Primage 10%	30% or, if higher, 17½% and $0.20 each. Primage 5%
61.04.290	Other	65% or, if higher, 45% and $0.40 each. Primage 10%	30% or, if higher, 17½% and $0.10 each. Primage 5%
61.04.500	Textile fabric shaped for making goods falling within another sub-item of this item	52½%	22½%

*Given for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than October 21.** Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1768/68.

Result of Special Advisory Authority inquiry on PTFE tape

A NOTICE was published in the *Board of Trade Journal* on August 16, 1968, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of polytetrafluoroethylene (PTFE) tape (tariff item 39.02.499).

The inquiry has now been held and, as a result of the Special Advisory Authority's recommendations, temporary additional duties have been imposed as follows:

Amendments to Part II of the First Schedule to the Customs Tariff 1966-68

Tariff item	Goods	Rate of Duty	
		General	Preferential
After note 3 to Chapter 39 insert the following note: 4. The following goods are specified for the purposes of sub-paragraph 39.02.494, that is to say, goods that: (a) were in direct transit to Australia on August 2, 1968; and (b) are entered for home consumption within 21 days after importation.			
After sub-paragraph 39.02.493 insert the following sub-paragraph:			
39.02.494	Of unsintered polytetrafluoroethylene, having a thickness not exceeding 0·005 inch	7½%, and, except in respect of goods specified in note 4 to this Chapter, a temporary duty of 30%	Free, and, except in respect of goods specified in note 4 to this Chapter, a temporary duty of 30%

These new duties do not apply to goods in direct transit to Australia on August 2, 1968 provided they are entered for home consumption on arrival.

Tariff changes on citric and tartaric acids, etc., and cutlery, forks, spoons, etc.

DETAILS ARE GIVEN below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on September 20, 1968.

Amendments of Part II of the First Schedule to the Customs Tariff 1966-68

Tariff item	Goods	Rate of Duty	
		General	Preferential
Citric and Tartaric Acids, etc.			
After sub-item 29.16.1 insert the following sub-item:			
29.16.2	Tartaric acid and its salts: citric acid and its salts, other than calcium citrate; malic acid:		
29.16.21	Potassium hydrogen tartrate	Free	Free
29.16.22	Citric acid	15%	5%
29.16.29	Other	15%	Free
Omit sub-item 29.16.4.			
Cutlery, Forks, Spoons, etc.			
Omit sub-items 71.13.1 and 71.13.2, insert the following sub-item:			
71.13.1	Knives, spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or tableware	40%	30%
Omit item 71.14.1, insert the following sub-item:			
71.14.1	Laboratory, chemical or industrial wares, of platinum or of other metals of the platinum group; wire of precious metal or rolled precious metal	7½%	Free
Omit imtem 82.09, insert the following item:			
82.09	*Knives (including pruning knives) with cutting blades, whether serrated or not, other than knives falling within item 82.06:		
82.09.1	Fruit peeling knives	40%	30%
82.09.2	Knives of a kind used at the table or in kitchens; butchers' and slaughtermen's knives:		
82.09.21	Cooks' knives; butchers' and slaughtermen's knives	17½%	5%
82.09.29	Other	40%	To and including December 31 1968 – 32%. From and including January 1, 1969, to and including December 31, 1969 – 34%. From and including January 1, 1970, to and including December 31, 1970 – 36%. From and including January 1, 1971, to and including December 31, 1971 – 38%. From and including January 1, 1972 – 40%
82.09.9	Other:		
82.09.91	Folding pocket knives, not being pruning, grafting or like knives	15%	5%
82.09.99	Other	7½%	Free

Tariff item	Goods	Rate of Duty	
		General	Preferential
Omit item 82.10, insert the following item:			
82.10	*Knife blades:		
82.10.1	For fruit peeling knives or knives of a kind used at the table or in the kitchen; blades for cooks', butchers' or slaughtermen's knives:		
82.10.11	For cooks', butchers' or slaughtermen's knives	17½%	5%
82.10.19	Other	40%	30%
82.10.9	Other	7½%	Free
Omit sub-items 82.13.3, 82.13.4 and 82.13.9, insert the following sub-items:			
82.13.3	Manicure and chiropody sets and appliances (including nail files):		
82.13.31	Nail files	40%	30%
82.13.39	Other	In respect of the nail files – 40%; in respect of the remainder of the goods – 7½%	In respect of the nail files – 30%; in respect of the remainder of the goods – Free
82.13.9	Other	7½%	Free
Omit item 82.14, insert the following item:			
82.14	*Spoons, forks, fish-eaters, butter-knives, ladles and similar kitchen or tableware	40%	30%
Omit tem 82.15, insert the following item:			
82.15	*Handles of base metal for goods falling within item 82.09, 82.13 or 82.14.	The rate of duty set out in this column that would apply to the goods if they were the highest rated goods with which the handles are usable	The rate of duty set out in this column that would apply to the goods if they were the highest rated goods with which the handles are usable

Result of Special Advisory Authority inquiry on woven shirts

A NOTICE was published in the *Board of Trade Journal* on August 30, 1968 to the effect that a reference had been made to the Australian Special Advisory Authority in respect of woven shirts (tariff item 61.03).

The inquiry has now been held and, as a result of the Special Advisory Authority's recommendations, temporary additional duties have been imposed as follows:

Amendments to Part II of the First Schedule to the Customs Tariff 1966-68

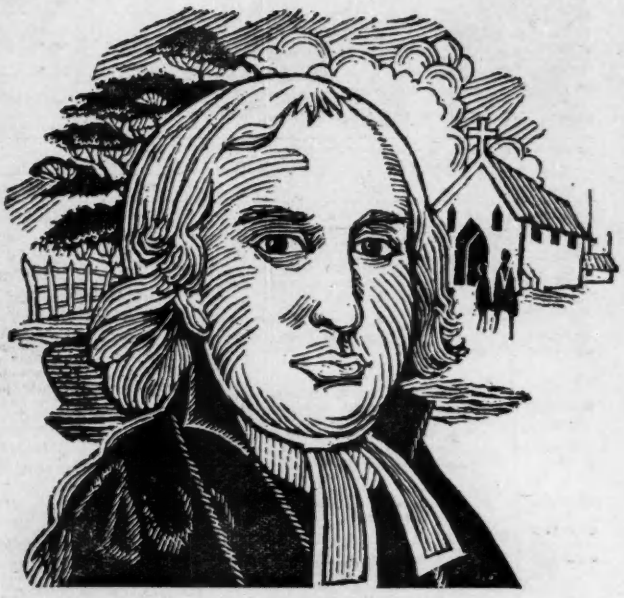
Tariff item	Goods	Rate of Duty	
		General	Preferential
After note 6 to Chapter 61 insert the following note: 7. The following goods are specified for the purposes of paragraph 61.03.11, that is to say, goods that: (a) were in direct transit to Australia on August 15, 1968; and (b) are entered for home consumption within 21 days after importation.			
Omit sub-item 61.03.1, insert the following sub-item:			
61.03.1	Shirts, not being nightwear; shirt fronts, with or without collars:		
61.03.11	Shirts made from fabrics consisting of mixture of cotton fibres and 20% or more by weight of man-made fibres	57½%, or, if higher, $1·57 per doz.; and, except in respect of goods specified in Note 7 to this Chapter, a temporary duty of $14·50 per doz., less 57½% Primage 5%	22½% and, except in respect of goods specified in Note 7 to this Chapter, a temporary duty of $14·50 per doz., less 57½%
61.03.19	Other	57½%, or, if higher, $1·57 per doz. Primage 5%	22½%

These new duties do not apply to goods in direct transit to Australia on August 15, 1968 provided they are entered for home consumption on arrival.

(AUSTRALIA, *continued on next page*)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given in the August* 2 *issue of the* Board of Trade Journal.



Samuel Marsden

established the first missionary settlement in New Zealand in 1815

Isn't it time you took advantage of it?

This mission helped to promote better relations between the Maoris and earliest white traders. Today *you* will find a readier than ever welcome in New Zealand. Largely agricultural, our country still needs, from overseas, manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on —to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank

OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

AUSTRALIA, *continued*

Tariff Board inquiry on refractory products

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of refractory products (tariff items 68.16, 69.01, 69.02 and 69.03).

This reference is as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Item	Goods	Rates of Duty	
		General	Preferential
68.16	Goods made of stone or of other mineral substances (including goods made of peat), not falling within any other item:		
68.16.1	Refractory bricks, blocks, tiles and similar refractory constructional goods:		
68.16.110	Of magnesite or of magnesite in admixture with chrome ore	17½%	Free
68.16.190	Other	22½% Primage 10%	Free Primage 5%
68.16.200	Goods made of graphite, carbon or peat	Free	Free
68.16.900	Other	40%	20%
	Sub-chapter I Heat-insulating and Refractory Goods		
69.01.000	Heat-insulating bricks, blocks, tiles and other heat-insulating goods of infusorial earths, of kieselguhr, of siliceous fossil meal or of similar siliceous earths	40%	17½%
69.02	Refractory bricks, blocks, tiles and similar refractory constructional goods, other than goods falling within item 69.01:		
69.02.100	Of magnesite or of magnesite in admixture with chrome ore	17½%	Free
69.02.900	Other	22½% Primage 10%	Free Primage 5%
69.03	Other refractory goods (including retorts, crucibles, muffles, nozzles, plugs, supports, cupels, tubes, pipes, sheaths and rods), other than goods falling within item 69.01:		
69.03.100	Roasting dishes, assay furnaces, crucibles, skittle pots, scorifiers, muffles; spurs, stilts and thimbles; zinc refining retorts	7½%	Free
69.03.200	Nozzles, plugs and sleeves, for metal ladles	55% Primage 5%	27½%
69.03.9	Other:		
69.03.910	Of fireclay, unglazed	22½% Primage 10%	Free Primage 5%
69.03.990	Other	40%	17½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than October 23.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Sreet, London, S.W.1, quoting reference No. C.R.E. 1784/68.

NEW ZEALAND

Inquiry into import duties on yarn of discontinuous acrylic fibres

THE NEW ZEALAND Tariff and Development Board have issued Notice No. 69, giving a change of date of the public inquiry into import duties of yarn of discontinuous acrylic (including modacrylic) fibres weighing not more than 150 grams per 9,000 metres.

Notice is given that the Tariff and Development Board has acceded to the request that this inquiry which was to have commenced on September 25 be deferred.

The Board has decided that the inquiry will now commence at 10.30 a.m. on December 17 in the Board Room, 1st Floor, New Zealand Law Society Building, 26 Waring Taylor Street, Wellington.

CEYLON

Import control

IMPORT CONTROL Notice No. 16/68 contains an additional list of proprietary drugs which may be imported into Ceylon on licence under Quota Item No. D1, and under the terms given in Import Control Notice No. 25/64, published in the *Board of Trade Journal* dated January 15, 1965, page 136.

The list may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

MALAYSIA

Pioneer industries (1)

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has declared the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
1. Manufacture of wood, rattan, mengkuang, cork products except furniture and footwear	Glue up laminated wood products
2. Manufacture of fruit juices	Papain
3. Ore separation	Chemical extraction of metals from rare earths
4. Manufacture of fabricated structural shapes	Electric distribution steel towers
5. Manufacture of miscellaneous products of petroleum and coal	Solid fuel tablets (Hexamethylenetetramine)

The proposal to designate these products was published in the *Boad of Trade Journal* of August 2 1968, page 356.

Pioneer industries (2)

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
1. Manufacture of hardware, tools and cutlery	Dies and other metal working tools, bits, drills and other cutting tools for machines
2. Manufacture of industrial machinery and parts	Dredges, bandsaws, machine tools and mechanical precision measuring equipment
3. Manufacture of measuring controlling laboratory, and scientific instruments	Gauges

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred and up to eight years if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before October 25, of his objections and of the grounds on which they are based.

Inquiries about the Investment Incentives Act, 1968, may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143).

Import control

THE MALAYSIAN GOVERNMENT *Gazette* dated September 5 publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 15) Order, 1968, which amends the Second Schedule to Customs (Prohibition of Imports) (Federation) Order, 1968, by adding the following new item:

Tariff Code No.	Description of Goods	Country
661 100	Quicklime, slaked lime and hydraulic lime, other than calcium oxide and hydroxide	China

This means that these goods are subject to special licensing if imported into the States of Malaya from China.

THE MALAYSIAN GOVERNMENT *Gazette* dated September 12 publishes the Customs (Prohibition of Imports) (Federation) (Amendment) (No. 16) Order, 1968, which amends the First Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968, by add-

ing the following new item:

Tariff Code No.	Description of Goods	Country
696 033	Blades for safety razors and blanks therefor, whether or not in strips	All countries

This means that these goods are subject to specific licensing if imported into any part of the Federation.

Notice to Traders No. 13, of 1968, which draws attention to the above Order, further states that these goods will be restricted to quotas, and importers are required to prove their 1967 imports. Those without such proof will not be permitted to import the above-mentioned item. Import licences will be issued on a quarterly basis. The first quota period is September 1 to December 11, 1968.

FRENCH OVERSEAS DEPARTMENTS

Liberalization of imports

THE FRENCH *Journal Officiel* of July 11 announced the liberalization of the following goods when imported from and originating in member countries of the former OEEC, their dependent territories, the United States and Canada, into the French Overseas Departments of Réunion, Martinique, Guadeloupe and Guiana:

Tariff No.	Description
Ex 12.01	Oil seeds and oleaginous fruit, whole or broken, excluding the following:
A	Groundnuts.
ex G	Hemp seeds.
15.04	Fats and oils, of fish or marine mammals, whether or not refined.
Ex 15.07	Fixed vegetable oils, fluid or solid, refined or purified, including the following:
B II c 2 ex aa	Groundnut oils, crude.
ex bb	Groundnut oils, other.
15.12	Animal or vegetable fats and oils, hydrogenated, whether or not refined, but not further prepared.
15.13	Margarine, imitation lard and other prepared edible fats.
Ex 17.04 C	Sugar confectionery not containing cocoa.
18.06	Chocolate and other food preparations containing cocoa.
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, corn flakes and similar products).
19.07	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit.
19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion.
Ex 20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:
D	Asparagus.
Ex 20.07	Fruit juices (including grape must) and vegetable juices, whether or not containing sugar, but unfermented and not containing spirit:
Ex B III	Of a density of 1·33 or less at 15°C: Of pineapples.
Ex 21.01	Roasted chicory and other roasted coffee substitutes; extracts, essences and concentrates thereof:
A	Roasted coffee substitutes other than roasted chicory.

The following items are now subject to quantitative restriction when imported into French Overseas Departments:

Tariff No.	Description
Ex 49.02	Journals and periodicals (not daily) in the French language of which 50% at least of circulation is intended for import into France and Overseas Departments.

The following items are no longer subject to quantitative restriction when imported from all countries into the French Overseas Departments:

Tariff No.	Description
60.03	Stockings, under stockings, socks, ankle socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized.

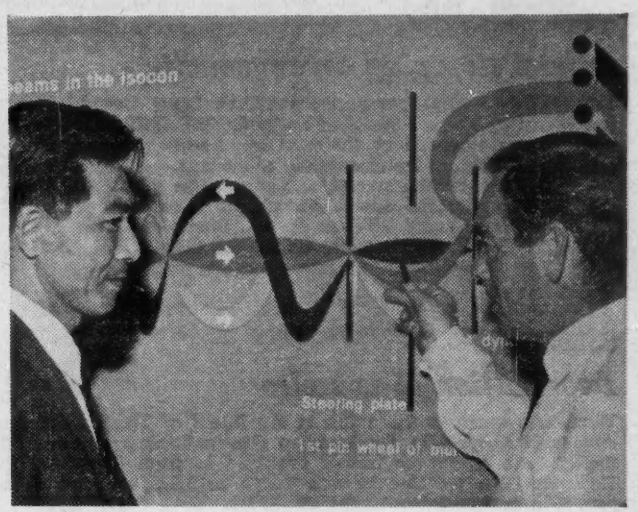
Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 423/408/288).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE TRINIDAD and Tobago Ministry of Industry and Commerce has announced that it is proposed to allocate quotas for the importation of 'Dried milk (in solid form such as blocks and powder) containing not less than 8 per cent butterfat' and 'Tomato paste' classified under items 022-02.01 and 053-03.099 respectively. (A notice about the addition of 'Dried milk' to the List of Exceptions to the Open General Licence appeared in the *Board of Trade Journal* of January 12, 1968, page 145).

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).



A recent visitor to English Electric Valve Co. Ltd., Dr. Shoichi Niyashiro, a senior researcher with the Central Research Laboratory of Tokyo Shibaura Electric Co. Ltd., Japan, discusses the electron trajectories of the image isocon with Mr. D. P. Mouser, engineer-in-charge of isocon development at the EEV Chelmsford works.

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

(i) Carpeting and rugs woven from natural or synthetic yarn;
(ii) Aluminium coil and sheet manufactured from ingots.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

The following products have been declared 'approved products' for the purposes of the above law:

Metal products manufactured from locally lithographically printed and/or lacquered metal sheets (other than cylindrical-shaped containers with seamed flat top ends of a capacity up to 55 gallons and square shaped 4-gallon cans with seamed flat top ends).

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated May 3, 1968, page 1394.

Export Industry Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Dress gloves.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

(JAMAICA, *continued on next page*)

JAMAICA, *continued*

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of item 122 (Salt, refined) and the substitution therefor of the following:

'122. Salt (excluding rock salt and coarse salt).'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

BRAZIL

Devaluation of cruzeiro

WITH REFERENCE to the notice in the *Board of Trade Journal* of August 30 (page 625), the Brazilian Central Bank announced that the cruzeiro would be further devalued as from September 24, 1968 when the new buying rate would be 3.675, and the selling rate 3.70, new cruzeiros to the US dollar.

N. Corah (St. Margaret) Ltd., of Leicester, has entered into an agreement with the Rosanna Division of White Stag, a member of the Warnaco Group of Bridgeport, Connecticut, United States. The agreement provides for the formation of a jointly owned United States Corporation, which will market exclusively Corah knitted apparel designed for the American market. The picture shows the signing of the contract recently at Corah's Leicester office by (left to right): Mr. William O'Brien, president of Rosanna; Mr. Lawrence Rennett, president of White Stag; and Mr. Robert Wessel, chairman of N. Corah (St. Margaret) Ltd.

CANADA

'Made in Canada' ruling

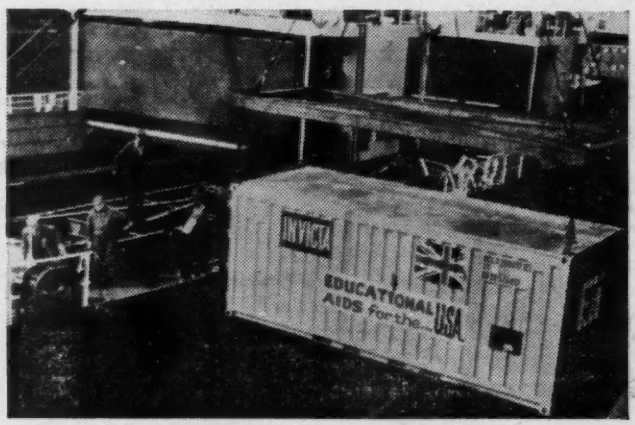
THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Barium nonyl phenate	Iron naphthenate
Barium octoate	Iron octoate
Cadmium octoate	Iron tallate
Calcium naphthenate	Lead octoate
Calcium octoate	Lead tallate
Calcium tallate	Magnesium naphthenate
Cerium naphthenate	Manganese octoate
Cobalt octoate	Manganese tallate
Cobalt tallate	Zinc octoate
Copper octoate	Zinc tallate
Copper tallate	

(Ruling effective October 21, 1968)

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-5 dated September 19, 1968.



A 20-foot shipping container full of Invicta Plastics Ltd. educational aids being loaded on to the ss 'Scythia' at Gladstone Dock, Liverpool, en route to the United States.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times*

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HMSO

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol BS1 2NE (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488 Code: 0232 34488. Telex No 74578.)
H. E. Jones, C.B.E.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow Airport (Q)	20 Sept. 1968
Trade by air (6-M)	This week
Balance of Payments (Q)	27 Sept. 1968
Bankruptcy orders (Q)	26 July 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Industrys' investment intentions (3 times a year)	14 June 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	13 Sept. 1968
Chemical industries production (6-M)	19 July 1968
Companies:	
Income and finance (Q)	9 Aug. 1968
New companies registered :	
Gt. Britain (M)	27 Sept. 1968
N. Ireland (M)	27 Sept. 1968
Computers:	
UK computer market (Q)	2 Aug. 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	This week
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	9 Aug. 1968
Engineering and electrical goods:	
Deliveries of certain products (Q)	27 Sept. 1968
Production, exports and orders (M)	27 Sept. 1968
ECGD business (Q)	9 Aug. 1968
Film industry:	
British Film Fund Agency returns (M)	30 Aug. 1968
Cinema admissions and takings (M)	20 Sept. 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	5 July 1968
Household consumption (Q)	2 Aug. 1968
Footwear industy orders (M)	13 Sept. 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	14 June 1968
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	26 July 1968
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	6 Sept. 1968
Value of overseas trade (M)	27 Sept. 1968
Value of overseas trade: analysis of trends (Q)	9 Aug. 1968
Gold and convertible currency reserves (M)	13 Sept. 1968
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N. Ireland index (M)	20 Sept. 1968
Insurance companies:	
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Transactions (Q)	27 Sept. 1968
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Machine tools deliveries and orders (M)	20 Sept. 1968
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Analysis of production (A)	5 April 1968
Analysis of production (Q)	This week
Deliveries (Q)	9 Aug. 1968
Production (M)	27 Sept. 1968
Motor industry:	
Car and commercial vehicle production (M)	27 Sept. 1968
Motor trade turnover (M)	20 Sept. 1968
Office development permits (Q)	27 Sept. 1968
Partnerships registered (A)	9 Feb. 1968
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Transactions (Q)	13 Sept. 1968
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Royalty transactions (A)	23 Aug. 1968
Shipping:	
Movement at UK ports (M)	20 Sept. 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	This week
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Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textile orders and deliveries (M)	27 Sept. 1968
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Wool exports (Q)	23 Aug. 1968
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Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	13 Sept. 1968

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	30 Aug. 1968
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	13 Sept. 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	2 Aug. 1968
Half-yearly index – Jan.-June	2 Aug. 1968
Official Receivers' Offices	21 June 1968

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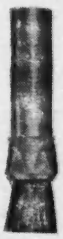

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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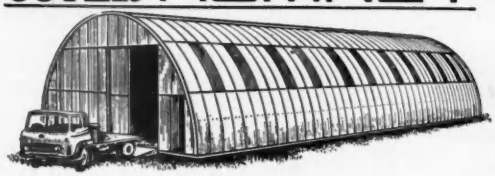

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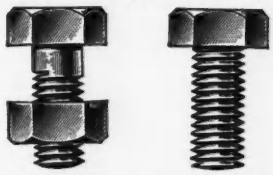

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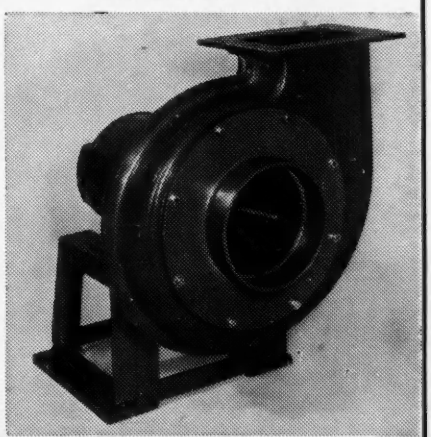

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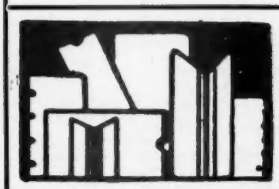

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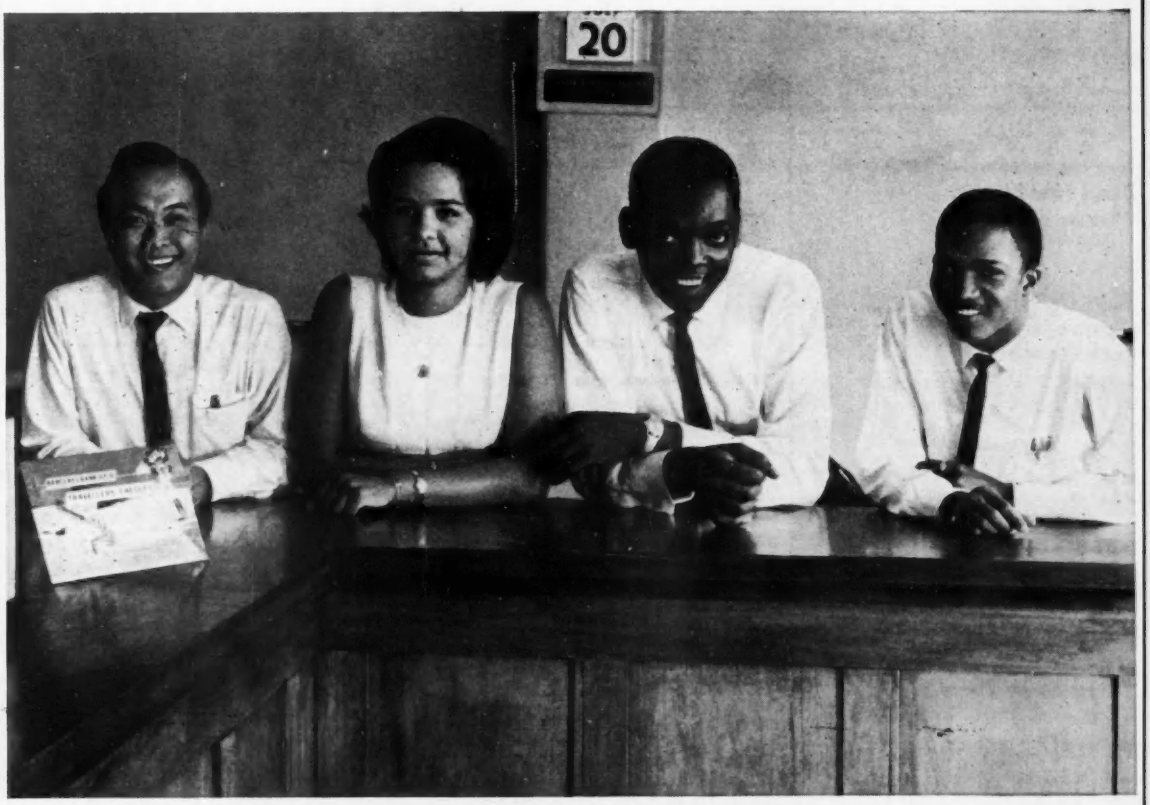

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